

# DISTRIBUTION AND WAREHOUSING



The Business Paper of the Warehouse Industry

Reg. U. S. Pat. Offs.

Volume 33

NEW YORK, SEPTEMBER, 1934

No. 9

The Merchandise Warehouseman Must

## Cultivate the Inconspicuous Account

And One Who Does It, Says:

A Timely "New Business" Article

*"I've made money every year  
during the depression"*

By H. A. Haring

YESTERDAY for one hour and ten minutes I talked with a warehouseman. That conversation gave me a shock, because he told me a dozen things I did not know about getting new business for a warehouse. He gave me a wholly fresh vision on the possibilities of making money. He reminded me that often, in these pages, I have urged going after the small account—but he went me "one better" by citing instances of what he had done to tie up inconspicuous accounts.

Two or three times he spoke something to the effect that "A business should not despise the small account."

His word "despise" caught my ear; and after several repetitions from his lips I jotted down one sentence:

"If you despise the small account your warehouse will perish little by little."

That, in a few words of one syllable almost, is his platform for getting new business.

But, not to get too far ahead of the story. He is an old friend, whose house I have several times visited and whose face is familiar at the conventions. I dare not identify him. On the day I mention, which was yesterday the third of August, we met by chance at one of those noon luncheons. He looked so calm and his face had a quality of happiness such as has become rare in these days when men look worried and fidgety—so I greeted him with something like this:

"You're the most solvent looking man I've seen in three years."

A dozen men turned their heads when he replied:

"Hadn't thought of it. But I am. I've made money, and good money, every year of the depression."

Do you wonder that I made an appointment to see him after the meeting and find out all about it?

I know, too, that others envied me. One telephoned me to ask if I had found out this man's secret formula!

Alas, the trick is so simple that it hardly made interesting telling, as I tried to repeat it over the telephone. But, this prosperous individual being a warehouseman and his experience being warehouse incidents, the outline of what he has done may suggest new business to others.

There is nothing competitive about it, nor anything you can not do. The "secret" of his prosperity is merely good business management and nothing else—so simple, as a matter of fact, that thousands of concerns have overlooked it.

Too many of us bewail the loss of the big things we had in 1928. This warehouseman does not. In his talk he made the comparison of fishing and business.

"A fellow goes fishing," was his simple statement, "and he loads himself down with contraptions for a whale. He talks about sockolagers. He fishes only the deep pools, where he must have hip boots and where the current may sweep him off his feet. He comes home sore and sunburnt, but with nothing in his creel. But another fellow will go out for a mess of fish. He whips the stream wherever water is deep enough to cover a fin and he comes home with a dozen seven- or eight-inch trout—the best eating in the world.

"Little fish, you know, are sweet. Their tails curl up in the frying pan. They look funny. They're not much to boast about. But, they're sweet and filling."

Well, there you have it.

His warehouse is located within 250 miles of New York City. It contains a trifle less than 40,000 feet. Some of it is leased out, so that for his merchandise business he retains about 29,000 square feet. He operates in a city of 100,000, as rated by the census; with of course the usual outlying trade area.

In 1930 he began to feel the slow disappearance of

volume in store. It was the familiar development: a few accounts went out; the big ones drew down their stocks; his great national accounts wrote for "better terms" and some of them went to competing houses; and, hard as he might try for new volume to fill the gaps, none of the well known big accounts seemed to come his way.

Then he got the idea that "midget" radios might hide the answer. "If radios were going midget," he says, "and chain stores were cutting down floor space, as they were doing in 1930, I thought maybe spot stocks would go down too."

He walked down every aisle in his house, examining each pile of goods. From his familiarity with the office records he could match up all details of dealing with each patron.

"Some of those small piles looked funny, that day. You know like the curled-up tail of a small fish in the pan. One of them was peanuts in bags for a local candy maker. The bags were dusty and the pile had slipped cross-eyed. Right next to it was a pretty pile of matches, all in square cartons running down the aisle. There must have been nearly two carloads of them, but I knew the account was on the way out. Another warehouse had cut the rate.

"Then it came over me. That curled-up pile of peanuts that never reached half a carload at one time earned more for the warehouse than those matches, for all their sixty carloads a year."

It was a whole week, however, before he could bring himself to the obvious conclusion.

If he continued to try for large storages, he would have less and less total occupancy.

Possibly, if he went after little accounts, he might build up his volume!

#### The Little Accounts

**N**OW arose the problem: where are the little accounts?

Clearly it would not pay to do a lot of aimless traveling to connect with them.

The peanuts were stored by a local candy man. "Were there others right in town?"

The following month, as an experiment, he told his one solicitor to stay at home and concentrate on "leads" within the city. With great care, the warehouseman explained the plan he had in mind.

When half the month was gone, not a single new account was in sight. Defeat stared them, although as a matter of fact the solicitor had not added a new account of any sort for several months past. Yet, this salesman was chafing at the restraint—possibly at the loss of a convenient expense account—and he was "eternally wanting to hop a train to call on someone at the other end of the State."

My friend was not so easily deflected from what he thought was the right answer to his problem.

He put on his own hat. He dropped in on personal friends, local retailers and local manufacturers. They all groaned the same grief (remember this was in

the first half of 1930): that business was awful and they were buying "nothing." Our friend, dealing as he was among acquaintances, asked these local concerns "what they were buying, no matter how little or how scattered." From their replies he compiled lists which, as his little plan developed, he had his office sort and put on cards.

One card was made for each out-of-town manufacturer, or for each brand of goods. Later cards were made also for out-of-town jobbers.

These cards began to blaze the trail for solicitation; for, by adding together all the in-coming tiny lots of one brand of goods, the warehouse soon discovered that a sizeable lot was being consumed although in such scattered quantities that it made no impression even on the manufacturer.

"I'll never see peanut butter," he relates, "without remembering what I learned. One of the big manufacturers was one of the nice accounts we had lost. So every time a local dealer listed

**I**T may be depression for some, but not for the warehouse executive of whom Mr. Haring tells in this article—a warehouseman who has added 300 accounts to his ledger, with virtually all of them originating locally.

**An idea—plus hustle—did it.**

**There is business to be had—if the right man goes after it in the right way. Read this example cited by Mr. Haring—a true story of how one warehouseman in a city of 100,000 has been keeping out of the red.**

that brand I took a squint at it, because all the time we had had the account no such total had gone through the house. I suspected the maker of pulling some funny stunt on us.

"When we had the cards pretty well along, I dug into peanut butter. Would you believe it?—that one brand was coming into town through eighteen different sources that I now knew by name! What we had been distributing through our warehouse, for the manufacturer's account, was not a fourth of what the town was eating!

"Now I had something to work on. I knew the manufacturer well. When I called and laid my cards down—and they were our actual cards of facts—he just told me I was wrong. He said there was no such crazy competition of jobbers. But of course he had to come to it. Our record was right.

"I proposed his using a warehouse stock to reduce the cost of duplicate handling. 'No matter who gets the order for you,' I told him, 'someone is paying out too much for freight.' And I did not get back the account. He wanted lower storage rates than we would quote."

This first effort to help warehouse volume did not, however, discourage our

friend. He knew he was on the right track.

Then, going to one distant jobber and manufacturer after another, this warehouse showed that through a multiplicity of sources a known quantity of each brand was coming into that city. Usually, like the peanut butter maker, the total was a surprise, because the goods were distributed through so many competing agencies. Nonetheless, the warehouse could demonstrate that one carload a month, or a carload each six months, was being consumed in lots so tiny as not to be recognized. Although these orders reached the factory by way of many channels, the waste was obvious. Some one was paying too much for freight and handling.

A good many manufacturers dismissed the solicitation by saying it was not their concern that jobbers were eating off their heads. Out of the effort, however, success did come.

That warehouse during the depression has added 300 new accounts to its ledgers. It is safe to aver that every one of them has originated locally.

"Some of the monthly billings look funny. They're so small. A lot of them are under ten dollars," he relates.

"But I tell my associates that the little things are not to be despised. Grains of sand make the seashore, minutes make the year, and enough ten-dollar billings will pay their salaries. It's only the fellow who's too grand and mighty to pay attention to the small things who's in danger of depression. And I tell them that if our house despises the small things, we're on the way out—perishing, you remember, little by little."

#### Many Little Tiers

**T**HIS warehouse has made money each year. It is making money this year. No wonder my friend was, to my eyes, "the most solvent looking man I'd seen in three years."

His worries are—well, they just are not.

The calm of his face proved that he was telling the truth. And, among other scraps of his talk was this angle:

"We're not scared of our big accounts. In fact, the way we operate today, we haven't any 'best account' in the house. We have, of course, still a fair number of large ones but we're beyond the point where the loss of any one puts the office into a stagger. A nasty letter, or a stiff demand, from one of the larger fellows doesn't throw a scare into us.

"Our security rests in more than 300 accounts, not one of them big enough to bleed us enough to damage the month's profit. They're a funny looking bunch, with a queer assortment of goods, but what's the difference? We're in the warehouse business to earn bread and butter."

It has been learned, too, that soliciting this business is not costly. Many of the new accounts never had maintained a warehouse stock. A straight-forward solicitation was sufficient, because it was buttressed by a pile of stock cards and customer cards which made possible a

(Concluded on page 25)



## Merchandise Authority Plans to Concentrate on Procuring Compliance with the Trade's Code

By WILSON V. LITTLE

Secretary, Merchandise Warehousing Trade Code Authority

THE Merchandise Warehousing Trade Code Authority held its third meeting—in Chicago on Aug. 9 to 12—since its organization on Feb. 10 at St. Louis in connection with the forty-third annual meeting of the American Warehousemen's Association. For the third successive time, all members of the Code Authority were present.

During the four days the Code Authority was in session morning, afternoon and evening in giving consideration to the innumerable elements that constitute the administration of an NRA Code of Fair Competition, and particularly the Merchandise Warehousing Trade Code.

Much discussion, of course, centered around the status of the various measures which the Code Authority has pending in Washington and which were dealt with in NRA Administrative Order 232-5, these being the proposed amendments to the Code, the exemption from Administrative Order X-36, and the Code Authority's budget. Word received at the meeting from Washington indicated that these three measures now have the approval of all of the NRA Boards having jurisdiction and simply await the Administrator's signature.

The cost accounting method proposed by the Code Authority is now in such form that it is said to meet with NRA requirements and is practically ready for signature.

At this meeting the Code Authority crystallized its compliance routine and set up its trade practice complaints committee, through which all complaints made to the Code Authority will clear. This committee is made up of the members of the Code Authority, each Regional Code Authority member to handle, as heretofore, the complaints originating in his respective region.

### Rail Storage

A feature of the meeting was the attendance, for one whole day, of Charles E. Bell, executive and traffic assistant to Federal Coordinator of Transportation Eastman. Mr. Bell's work at this time has primarily to do with the application of the Merchandise Warehousing Trade Code to the voluntary warehousing operations of all transportation agencies, particularly, in the first instance, the railroads. This is in line with the thought expressed in Federal Coordinator Eastman's memorandum of May 7 to all railroads of the country through the regional coordinating committees relative to the application of the Merchandise Warehousing Trade Code to railroad warehousing operations.

Mr. Bell's presence occasioned a frank

discussion of all elements in what is admittedly a complicated problem. Mr. Bell exhibited a comprehensive knowledge of the problem, and warehousemen may have complete assurance that, under his direction, some solution to it will be found that all parties concerned will welcome.

The committee on explanations, interpretations, modifications and exemptions reported progress in its consideration of the proposed sub-code for the Field Warehousing Trade. It is felt that within the next few weeks this sub-code under the Merchandise Warehousing Trade Code will be in shape for submittal to all members of the Merchandise Warehousing Trade for their reaction prior to the presentation of it to the NRA.

The Code Authority approved a statistical form which will shortly be sent to all members of the Merchandise Warehousing Trade for the purpose of procuring from them certain payroll data that will show the extent to which each member of the Trade has complied with the labor provisions of the Code and will indicate also the manner in which the Merchandise Warehousing Trade Code is carrying out the purposes of the National Industrial Recovery Act.

The Code Authority also formulated regulations which set forth specifications for the filing of tariffs and supplements, as well as for their form and content. These regulations will soon be issued to all members of the Trade in the form of a Code Authority "Bulletin", and all tariffs and supplements on file with the Code Authority will be required to conform to these specifications.

Much of the time of this meeting was given by the Code Authority to the consideration of rulings on trade practice and service items. Some of these have had Code Authority attention for several months and final decisions have been come to with respect to them. Suitable publication of these decisions will be made to the Trade within the next two weeks. They are rulings which the Trade has been waiting for and they will serve to dispel the confusion that exists in some quarters as to whether or not this practice and that practice are permissible under the Code.

Just as the National Recovery Administration itself has about finished its work of codifying industries and trades, and will devote its procedure to code compliance hereafter, so the Merchandise Warehousing Trade Code Authority has rounded out its preliminary organization procedure and henceforth will center its

activity on procuring compliance with the Trade's Code.

With the instrumentalities now becoming available to it and which will be used, the purposes of the Code will be effectuated.

The Code Authority fully appreciates its obligations to the Trade in a proper administration of the Code, and there will be no evasion of its responsibilities in this connection.

### Merchandise Trade's Budget Approved by Johnson without Change in Figures or Method

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

GENERAL JOHNSON approved on Aug. 23 the Merchandise Warehousing Trade's proposed \$133,657.94 budget for Code financing; and he did it without changing a figure in the entire setup.

It is one of the few budgets that have gone through the Recovery Administration without alterations changing either the amount estimated by the Code Authority as necessary for administration of the compact, or the method of assessment proposed. It was submitted by the national Code Authority June 29.

The budget total includes \$15,292.94 expended prior to Feb. 10, 1934; but inasmuch as that amount was raised by voluntary contributions and disbursed, it will be necessary to raise only \$118,365. To raise this, each member of the industry will be required to pay \$24 a year, plus \$12 for each 10,000 square feet of space, or fraction thereof, devoted to the conduct of merchandise warehousing as defined in the Code. No member will be assessed more than \$996, and the very small operators may avail themselves of a section of the pact which permits the Code Authority to accept a contribution less than \$12. Very few will qualify under this clause, however.

The highest fixed salary in the budget is \$7,500, to be paid to the secretary in charge of the Chicago office. The chairman will receive \$5,000; and \$9,000 is set aside for attorney's fees, to be disbursed on the basis of \$60 a day while on Code work, with a minimum of \$200 a month. An item of \$2,000 is set aside for the attorney's travel fees.

To be spent in the main office at Chicago is \$45,165, including the following:

(Concluded on page 16)

# 25 Executives Named for Household Goods Permanent Code Authority Membership

Only 14 Can Be Elected Under the Pact—Region 12's Administrative Board Refuses to Select More Than One Nominee and Wires Washington It Will Not Participate Unless Each of Fourteen Regions Is Assured Representation—Time for Registering Vehicles Extended to Sept. 8

By KENT B. STILES

**P**ROGRESS toward the creating of the permanent national NRA Code Authority for the Household Goods Storage and Moving Trade may be summarized, as this September issue of *Distribution and Warehousing* goes to press, as follows:

1. Regional Administrative Boards have been elected in thirteen of the fourteen districts into which the country has been divided geographically.

2. The executive committee of the temporary national Code Authority has ordered a new election in Region 13 (Idaho, Washington and Oregon), and Walter J. Riley, Administration member of the temporary Code Authority, has designated R. A. Chapin, president of Portland Van & Storage, Inc., Portland, to conduct the election.

3. The thirteen elected Regional Administrative Boards have held group meetings and have chosen permanent officers.

4. The thirteen Regional Administrative Boards have nominated 25 executives for permanent national Code Authority membership. When Region 13 nominates its two, this will make 27; and from these 27 will be chosen 14 who will constitute the permanent Authority as provided under the Code. The 14 will elect an impartial chairman, not a member of the Authority, to preside at the Authority's meetings and to vote in the event of a tie.

5. The Administrative Board for Region 12 (Colorado, Montana, Utah and Wyoming) has made only one nomination for permanent national Code Authority membership and has sent notice to the Recovery Administration at Washington and to the temporary national Code Authority that it will refuse to participate in the election of the permanent Authority unless assured of representation on the permanent Authority.

**R**EGION 12's action is based on the circumstance that the phraseology of the "C" paragraph in Section 1 of Article VI of the Code makes it possible for one region to have as many as two representatives on the permanent national Code Authority.

Should one region receive, through the coming elections, two permanent Authority memberships, this would mean that another region would be deprived of representation.

An earlier ruling by the executive committee of the temporary Code Authority specifies that each Regional Administrative Board must make two nominations for the permanent Authority.

Region 12 selected J. M. Oakey, a partner of the Logan Moving & Storage Co., Denver, as its lone nominee, and declined to make a second nomination. On this basis the group was standing pat late in August, following a meeting in Denver on the 15th and 16th. At that meeting the regional Board adopted the following resolution:

"Whereas, Article VI, Section 1, of the Code will make it possible for two members of the Code Authority to be elected from any one region; and

"Whereas, it appears that Region No. 12 or any other region might be without

representation on permanent Code Authority; therefore, be it

"Resolved, that Regional Administrative Board, Region No. 12, hereby refuses to make nominations to permanent Code Authority or participate in election unless and until we are assured of representation from Region No. 12 on permanent Code Authority."

The text of this resolution was telegraphed to the National Recovery Administration at Washington over the signature of R. V. Weicker, Denver, permanent chairman of the No. 12 Regional Administrative Board; to Martin H. Kennelly, Chicago, chairman of the temporary Code Authority which is supervising the elections; and to D. E. Knowles, Chicago, executive secretary of the temporary Code Authority.

From F. R. Bell, of NRA transportation section, at Washington, came the following reply by wire:

"Temporary Code Authority and Administration member thereon have been urged to exert every effort to procure equitable representation in the election for the permanent Code Authority. Suggest you submit your nominations and participate in the elections as provided by the Code. With your manifestation of local interest we cannot see how you

can fail of *pro rata* representation upon the permanent Code Authority."

Region 12's Board advised the members of the temporary Code Authority and the members of the other Regional Administrative Boards of the stand it had taken; it did this by sending them copies of the telegrams exchanged between Denver and Washington.

"This describes," said the notification sent, "the position we have taken: viz., that the permanent Code Authority should be composed of one representative from each region."

"While Article VI, Section 1, does not specifically provide for this arrangement, the result is possible if the elective group keep in mind the substance of Paragraph 4, Section 2, of Article VI, which provides that the Code Authority shall be truly representative of the Trade.

"We presume that each region has applied the same forethought and care as exercised by members of the Trade in Region 12—to select a representative thoroughly qualified and disposed to properly represent us upon the permanent Code Authority.

"We have no desire to influence the election of the permanent Code Authority representation of any other

## NRA Says "Inference Is Plain" That Each Region Should Be Represented on Trade's National Code Authority

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

WHILE NRA considers it to be the intent of the Household Goods Storage and Moving Trade that each of the fourteen regions into which the country has been divided should have representation on the permanent national Code Authority, no legal objection is seen to the election of two from a single region, although such an eventuality would leave one region without representation on the national group.

This statement was made by Deputy Administrator F. R. Bell, who has charge of the Code and to whom a protest had been made that

one or more regional groups may be "frozen out" unless an order is issued insuring the right of each region to a voice on the permanent national Code Authority.

While no formal interpretation has been made, Mr. Bell cited the fact that fourteen geographical regions were created and that the personnel of the national Code Authority was fixed at fourteen. "The inference is plain," Mr. Bell concludes.

However, the language of the Code imposes no restriction to bear out the inference, the Deputy Administrator points out. It states:

"Each member of the Regional Administrative Board may cast one (1) vote for each member of

the Code Authority to be selected, but not more than two (2) members of the Code Authority shall be selected from one region."

The framers of the Code, Mr. Bell explains, anticipated and prepared for a contingency that might arise if any one region failed to elect a spokesman on the Code Authority for any reason; and thus they made it possible for the place to be filled by the election of a second nominee in another region.

In short, Mr. Bell explains, placing of two members from one region might be considered violative of the intent—but it is not a departure from the letter—of the compact.

—James J. Butler.

region. We are, however, vitally interested in the candidacy of Mr. J. M. Oakley, and because we have unanimously agreed as to our representative we are submitting his name only, for your consideration for Region No. 12.

"Plans for Code participation in this region are moving along in a most satisfactory manner, due in great part to the unselfish efforts of our candidates. The situation in other regions is undoubtedly the same as Region 12, and in order to guarantee harmonious working out of all Code problems we believe in and hereby seek your support of the plan of balloting which will insure election of one member from each region.

"We shall be most pleased to have a written expression of your reaction to this suggestion."

The foregoing letter was sent over the signature of Mr. Weicker.

One other Regional Administrative Board originally expressed its desire to nominate only one executive for permanent Code Authority membership, but it filed a second nomination at Chicago after being informed that the temporary Code Authority's executive committee had ruled that each Board must submit two names.

### Personnel

FOLLOWING are set down the names of (a) the members of the Regional Administrative Boards thus far elected; (b) the permanent officers chosen by the thirteen Boards; and (c) the nominees selected by the thirteen Boards for permanent Code Authority membership:

#### Region No. 1

##### Elected by individual votes:

Greeley, Julian F., president New England Storage Warehouse Co., Roxbury, Mass. Member National Furniture Warehousemen's Association, Massachusetts Warehousemen's Association.

McQueeney, D. C., president Cady

Moving & Storage Co., Providence, R. I. Member National F.W.A., Rhode Island Truck Owners' Association.

Sullivan, J. J., president J. J. Sullivan the Mover, Inc., Springfield, Mass. Member Mayflower Warehousemen's Association, Massachusetts W.A., Connecticut Warehousemen's Association.

##### Elected by weighted votes:

Buckley, Francis E., president T. G. Buckley Company, Boston. Member National F.W.A., Massachusetts W.A.

Mooney, Edward G., president Hartford Despatch & Warehouse Co., Inc., Hartford, Conn. Member National F.W.A., Connecticut W.A.

Schaefer, William H., president William H. Schaefer & Son, Inc., Stamford, Conn. Member National F.W.A., Connecticut W.A.

##### Permanent officers elected by foregoing group:

chairman, John J. Lyons, manager Lynn Storage Warehouse Co., Lynn, Mass.; member National F.W.A. Vice-chairman, D. C. McQueeney, Providence. Secretary, Francis E. Buckley, Boston. Treasurer, Julian F. Greeley, Roxbury.

##### Nominated, by group, for permanent national Code Authority membership:

Julian F. Greeley, Roxbury.

A. F. Ward, president Ward's Motor Trucking, Inc., Rutland, Vt. Independent.

#### Region No. 2

##### Elected by individual votes:

Cella, Louis, president Globe Fireproof Storage Warehouse Co., Inc., New York City. Member National F.W.A., New York Furniture Warehousemen's Association.

Evans, William H., president J. H. Evans & Sons, Inc., White Plains, N. Y. Member New York F.W.A.

Welsh, Stewart, Independent Moving Co., Woodside, N. Y. Independent.

##### Elected by weighted votes:

Bostwick, William T., president

Thomas J. Stewart Co., New York City. Member National F.W.A., New York F.W.A., New Jersey F.W.A.

Strang, Harry A., treasurer Wm. H. Strang Warehouses, Inc., Brooklyn. Member National F.W.A., New York F.W.A.

Winkler, George N., treasurer John Winkler's Sons, Inc., Far Rockaway, N. Y. Member National F.W.A., New York F.W.A.

Permanent officers elected by foregoing group: chairman, Louis Schramm, Jr., vice-president Chelsea Fireproof Storage Warehouses, Inc., New York City; member National F.W.A., New York F.W.A. Vice-chairman, Mr. Winkler. Secretary and treasurer, Mr. Bostwick.

##### Nominated, by group, for permanent national Code Authority membership:

John G. Neeser, president Manhattan Storage & Warehouse Company, New York City; member National F.W.A., New York F.W.A.

Louis Schramm, Jr., New York City.

#### Region No. 3

##### Elected by individual votes:

Austin, Willard B., president Security Storage Co., Inc., Wilmington, Del. Member National F.W.A.

Cook, George J., president George J. Cook, Inc., Buffalo. Independent. Mr. Cook is president of United Van Lines, Inc.

Hoppen, Jerome D., president Barber-Hoppen Corp., Newark, N. J. Member New Jersey F.W.A.

##### Elected by weighted votes:

Blanchard, Arthur S., president Blanchard Storage Company, Inc., Rochester, N. Y. Member National F.W.A.

Harrison, H. Norris, president Fidelity 20th Century Storage Warehouse Co., Philadelphia. Member National F.W.A., Pennsylvania F.W.A.

Holman, Griswold B., secretary Geo.



B. Holman & Co., Rutherford, N. J. Member National F.W.A., New Jersey F.W.A.

*Permanent officers elected by foregoing group:* chairman, Edward A. Murdoch, partner Murdoch Storage & Transfer Co., Pittsburgh; member National F.W.A., Pennsylvania F.W.A. Vice-chairman, Arthur S. Blanchard, Rochester. Secretary and treasurer, Griswold B. Holman, Rutherford, N. J.

*Nominated, by group, for permanent national Code Authority membership:*

Jerome D. Hoppen, Newark.  
James F. Keenan, president Haugh & Keenan Storage & Transfer Co., Pittsburgh. Member National F.W.A., Pennsylvania F.W.A.

#### Region No. 4

*Elected by individual votes:*

Aspinwall, Clarence A., president Security Storage Company, Washington, D. C. Member National F.W.A.

Karrick, David B., president Fidelity Storage Co., Washington, D. C. Member National F.W.A.

Mathews, M. R., president Mathews Storage Warehouses, Charleston, W. Va. Member National F.W.A.

*Elected by weighted votes:*

Heine, A. Bernard, vice-president Fidelity Storage Co., Baltimore. Member National F.W.A., Maryland Furniture Warehousemen's Association.

Podlich, H. E., president Broadway Storage Co., Inc., Baltimore. Member Maryland F.W.A.

Van Ness, William, owner Chevy Chase Transfer & Storage Company, Chevy Chase, Md. Independent.

*Permanent officers elected by foregoing group:* chairman, C. Van Wyck Mott, secretary United States Storage Company, Inc., Washington, D. C.; member National F.W.A. Vice-chairman, William Van Ness, Chevy Chase, Md. Secretary and treasurer, H. E. Podlich, Baltimore.

*Nominated, by group, for permanent national Code Authority membership:*

Clarence A. Aspinwall, Washington, D. C.

H. E. Podlich, Baltimore.

#### Region No. 5

*Elected by individual votes:*

Ingle, Ray F., owner Ray F. Ingle Transfer Company, Asheville, N. C. Member Mayflower W.A., North Carolina Truck Owners' Association.

Lentz, George D., manager Lentz Transfer & Storage Co., Winston-Salem, N. C. Member National F.W.A., Southern Warehousemen's Association, North Carolina T.O.A.

Mundy, Harry G., president Mundy Bros. Transfer Corp., Roanoke, Va. Member National F.W.A., North Carolina T.O.A.

*Elected by weighted votes:*

Chadwell, Ernest T., vice-president Bond, Chadwell Co., Nashville, Tenn. Member National F.W.A.

Parotte, H. C., president P & B Trans-

fer & Storage Co., Inc., Memphis, Tenn. Independent. Affiliated with United Van Lines, Inc.

Straeffer, G. Edgar, secretary Safety Transfer & Storage Co., Louisville; member National F.W.A. (Note: Mr. Straeffer succeeds W. Fred Richardson, Richmond, Va., resigned.)

*Permanent officers elected by foregoing group:* chairman, Paul S. Steward, president Arrow Transfer & Storage Co., Chattanooga; member Mayflower W.A., Southern W.A. Vice-chairman, G. Edgar Straeffer, Louisville. Secretary and treasurer, George D. Lentz, Winston-Salem, N. C.

*Nominated, by group, for permanent national Code Authority membership:*

Ernest T. Chadwell, Nashville.

H. C. Parotte, Memphis.

#### Region No. 6

*Elected by individual votes:*

Cathcart, Sr., T. F., partner Cathcart Cartage Co., Atlanta. Member Mayflower W.A.

Wittichen, Carl F., president Wittichen Transfer & Warehouse Company, Birmingham. Member Mayflower W.A. Woodside, Jr., John J., president John J. Woodside Storage Co., Inc., Atlanta. Member National F.W.A., Southern W.A.

*Elected by weighted votes:*

Butler, George E., secretary O.K. Storage & Transfer Co., New Orleans. Member National F.W.A., Louisiana Furniture Moving & Storage Association.

Harris, George C., president Harris Transfer & Warehouse Co., Birmingham. Member National F.W.A., Southern W.A.

Lowry, E. C., partner Alabama Transfer & Warehouse Co., Montgomery. Member National F.W.A., Southern W.A.

*Permanent officers elected by foregoing group:* chairman, W. L. Inglis, president Cathcart Allied Storage Company, Atlanta; member National F.W.A., Southern W.A. Vice-chairman, T. F. Cathcart, Sr., Atlanta. Secretary and treasurer, John J. Woodside, Jr., Atlanta. Executive secretary, Mrs. Lorena W. Coop, Atlanta, executive secretary Southern W.A.

*Nominated, by group, for permanent national Code Authority membership:*

J. P. Ricks, president Ricks Storage Company, Jackson, Miss.; member Mayflower W.A., Southern W.A.

George C. Harris, Birmingham.

#### Region No. 7

*Elected by individual votes:*

Connor, H. A., president Wayne Storage Co., Detroit. Independent.

Kreutz, Oscar W., secretary United Fire Proof Warehouse Co., Milwaukee. Member National F.W.A., Wisconsin Warehousemen's Association.

Woodworth, J. P., proprietor Woodworth's Storage & Transfer, South Bend, Ind. Member National F.W.A.,

Indiana Furniture Warehousemen's Association.

*Elected by weighted votes:*

Armitage, C. J., People's Cartage & Storage Co., Cleveland. Independent.

Erasmus, W. A., president Globe Express & Storage Co., Milwaukee. Independent.

Hillier, Russell E., partner Hillier Storage Company, Springfield, Ill. Member National F.W.A., Central Warehousemen's Association of Illinois.

*Permanent officers elected by foregoing group:* chairman, H. H. Hardy, secretary Fireproof Storage Co., Lansing, Mich.; member National F.W.A., Michigan Furniture Warehousemen's Association. Vice-chairman, H. A. Connor, Detroit. Secretary, Russell E. Hillier, Springfield, Ill. Treasurer, J. P. Woodworth, South Bend, Ind.

*Nominated, by group, for permanent national Code Authority membership:*

H. G. Beebe, secretary Union Truck & Storage Co., Jackson, Mich.; member National F.W.A., Michigan F.W.A.

W. M. Wilson, Wilson Bros. Moving Co., Detroit; independent.

#### Region No. 8

*Elected by individual votes:*

Anderson, Ed, Ed Anderson, Inc., Chicago. Independent. Affiliated with United Van Lines, Inc.

Hollander, Albert H., president Hollander Storage & Moving Co., Inc., Chicago. Member National F.W.A., Illinois Furniture Warehousemen's Association.

Kane, Jr., James, president Kane Storage Warehouse, Chicago. Member National F.W.A., Illinois F.W.A.

*Elected by weighted votes:*

McAuliff, James L., secretary David Fireproof Storage Warehouses, Chicago. Member National F.W.A., Illinois F.W.A.

Reebie, Arthur W., vice-president W. C. Reebie & Brother, Inc., Chicago. Member National F.W.A., Illinois F.W.A.

Theibault, Walter P., vice-president Hebard Storage Warehouses, Inc., Chicago. Member National F.W.A., Illinois F.W.A.

*Permanent officers elected by foregoing group:* chairman, James J. Barrett, secretary Empire Warehouses, Inc., Chicago; member National F.W.A., Illinois F.W.A. Vice-chairman, James L. McAuliff, Chicago. Secretary, Walter P. Theibault, Chicago. Treasurer, Arthur W. Reebie, Chicago.

*Nominated, by group, for permanent national Code Authority membership:*

Ralph J. Wood, president Lincoln Warehouse Corporation, Chicago; secretary National F.W.A., Illinois F.W.A.

George B. Anderson, president Iredale Fireproof Warehouse, Inc., Evanston, Ill.; member National F.W.A., Illinois F.W.A.

#### Region No. 9

*Elected by individual votes:*

Brugger, Edward J., Brugger Bros. Storage & Transfer Co., Minneapolis. Independent.

Olesky, S. B., vice-president Minneapolis Transfer & Warehouse Co., Minneapolis. Member National F.W.A., Minnesota-Northwest Warehousemen's Association.

Skellet, Oliver T., president Skellet Company, Minneapolis. Member National F.W.A., Minnesota-Northwest W.A.

*Elected by weighted votes:*

Baldwin, T. J., Baldwin Transfer & Storage Co., St. Paul. Independent.

Sell, John M., president Fidelity Storage & Transfer Co., St. Paul. Member National F.W.A., Minnesota-Northwest W.A.

Turner, Ray, secretary LaBelle Safety Storage Co., Minneapolis. Member National F.W.A., Minnesota-Northwest W.A.

*Permanent officers elected by foregoing group:* chairman, Harry S. Kedney, operating executive Kedney Warehouse Co., Minneapolis; member National F.W.A., Minnesota-Northwest W.A. Secretary, Ray Turner, Minneapolis.

*Nominated, by group, for permanent national Code Authority membership:*

Albert Beltmann, manager Beltmann Company, St. Paul. Independent. Member Minnesota-Northwest W.A.

Edward J. Brugger, Minneapolis.

Region No. 10

*Elected by individual votes:*

Bekins, Melvin, manager Bekins Omaha Van & Storage Co., Omaha. Member National F.W.A., Midwest Warehouse and Transfermen's Association, Nebraska Warehouse & Transfermen's Association.

Lynch, D. R., president Lynch Transfer & Storage Co., Cedar Rapids, Iowa. Member National F.W.A., Midwest W.&T.A., Iowa Warehousemen's Association.

White, E. H., president Topeka Transfer & Storage Co., Topeka, Kansas. Member National F.W.A., Midwest W.&T.A., Missouri Warehousemen's Association.

*Elected by weighted votes:*

Niedringhaus, Marion W., president General Warehousing Co., St. Louis. Member National F.W.A., Midwest W.&T.A., Missouri W.A.

Sloan, Lee J., owner Sloan's Moving, Storage & Express Co., St. Louis. Member Midwest W.&T.A., Missouri W.A. Affiliated with United Van Lines, Inc.

Thomas, Oscar W., secretary A-B-C Fireproof Warehouse Co., Kansas City, Mo. Member National F.W.A., Midwest W.&T.A., Missouri W.A.

*Permanent officers elected by foregoing group:* chairman, George C. Dintelmann, secretary Ben A. Langan Storage and Van Company, St. Louis; member National F.W.A., Midwest W.&T.A., Missouri W.A. Vice-chairman, D. R. Lynch, Cedar Rapids, Iowa. Secretary and treasurer, Marion W. Niedringhaus, St. Louis.

*Nominated, by group, for permanent*

*national Code Authority membership:*

Melvin Bekins, Omaha.

Marion W. Niedringhaus, St. Louis.

Region No. 11

*Elected by individual votes:*

Beauchamp, Jr., S. J., secretary Terminal Warehouse Co., Little Rock, Ark. Member National F.W.A., Southwest Warehouse and Transfermen's Association.

Davis, Seth T., manager Joe Hodges Fireproof Warehouse, Tulsa, Okla. Member National F.W.A., Southwest W.&T.A.

Townsend, N. C., secretary O. K. Storage and Van Company, Inc., Shreveport, La. Independent.

*Elected by weighted votes:*

Abbott, L. C., manager Fort Worth Warehouse & Storage Co., Inc., Fort Worth. Member Mayflower W.A., Southwest W.&T.A.

Clark, Dean R., president El Paso Fireproof Storage Co., El Paso. Member National F.W.A., Southwest W.&T.A.

Hurwitz, Benjamin S., president Westheimer Transfer & Storage Company, Inc., Houston. Member National F.W.A., Southwest W.&T.A.

*Permanent officers elected by foregoing group:* chairman, William I. Ford, president Interstate Fireproof Storage & Transfer Co., Dallas; member National F.W.A., Southwest W.&T.A. Vice-chairman, Benjamin S. Hurwitz, Houston. Secretary, B. Frank Johnson, Fort Worth, secretary-manager Southwest W.&T.A. Treasurer, S. J. Beauchamp, Jr., Little Rock.

*Nominated, by group, for permanent national Code Authority membership:*

O. E. Latimer, secretary Scobey Fireproof Storage Co., San Antonio; member National F.W.A., Southwest W.&T.A.

H. S. Brimm, secretary Red Ball, Inc., Oklahoma City; member National F.W.A., Southwest W.&T.A.

Region No. 12

*Elected by individual votes:*

Holland, A. M., co-owner Stanton Transfer & Storage Co., Cheyenne, Wyo. Member National F.W.A.

Redman, B. F., president Redman Van & Storage Co., Salt Lake City. Member National F.W.A., Utah Warehousemen's Association.

Tucker, St. George, president Wandell & Lowe Transfer and Storage Company, Colorado Springs, Colo. Member National F.W.A., Colorado Transfer & Warehousemen's Association.

*Elected by weighted votes:*

Christie, Kenneth, president Christie Transfer & Storage Co., Butte, Mont. Member National F.W.A., Transfer & Storage Association of Montana.

Duffy, James F., owner Duffy Storage & Moving Co., Denver. Member Colorado T.&W.A.

Oakey, J. M., partner Logan Moving & Storage Co., Denver. Member National F.W.A., Colorado T.&W.A.

*Permanent officers elected by foregoing group:* chairman, R. V. Weicker, president Weicker Transfer & Storage Co., Denver; member National F.W.A., Colorado T.&W.A. Vice-chairman, J. M. Oakey, Denver. Secretary and treasurer, A. M. Holland, Cheyenne, Wyo. Executive secretary, J. F. Rowan, Denver, executive secretary Colorado T.&W.A.

*Nominated, by group, for permanent national Code Authority membership:*

J. M. Oakey, Denver.

Region No. 13

*Regional Administrative Board had not been elected, nor had permanent national Code Authority nominees been selected, at the time this September issue of Distribution and Warehousing went to press. Walter J. Riley, Administration member of the temporary national Code Authority, had assigned to R. A. Chapin, Portland, Ore., the work of arranging the election.*

Region No. 14

*Elected by individual votes:*

Brown, Ellis, partner Triangle Transfer & Storage Co., San Diego. Member National F.W.A., California Van & Storage Association.

Dix, R. P., R. P. Dix Moving & Storage Co., Los Angeles. Independent.

Peterson, W. C., Peterson Van & Storage Co., Oakland. Independent.

*Elected by weighted votes:*

Bekins, Milo W., president Bekins Van & Storage Co., Los Angeles. Member National F.W.A., California V.&S.A.

Lyon, Harvey B., president Lyon Storage & Moving Co., Oakland. Member National F.W.A., California V.&S.A.

Sutton, R. R., secretary Pasadena Transfer & Storage Co., Pasadena. Member Mayflower W.A., California V.&S.A.

*Permanent officers elected by foregoing group:* chairman, H. H. Cremeens, manager Los Angeles Warehouse Co., Los Angeles; member National F.W.A., California V.&S.A. Vice-chairman, W. C. Peterson, Oakland. Secretary and treasurer, R. R. Sutton, Pasadena.

*Nominated, by group, for permanent national Code Authority membership:*

Herbert B. Holt, secretary Bekins Van & Storage Co., San Francisco; member National F.W.A., California V.&S.A. R. R. Sutton, Pasadena.

**Affiliations**

THE Code provides that the permanent national Code Authority shall be elected by the members of the Regional Administrative Boards. With fourteen regions, this means that 84 Board members will be eligible to elect the 14 to comprise the permanent Authority.

Of the 84, 78 have now been elected by balloting in the regions.

It is interesting to note that of the 78—

1. Fifty-four are members of the  
(Concluded on page 16)

# Cold Storage Warehousing's NRA Code Is Approved; Became Effective Aug. 20

**H. C. Herschman Named Chairman of Industry's National Authority—Pact Contains a Capacity Control Provision but Loan-Limiting Idea Is Rejected—Johnson Estimates Labor Will Be Increased by 20% and That \$210,000 Will Be Added to Trade's Annual Payroll**

By JAMES J. BUTLER

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**T**HE Refrigerated Warehousing Industry Code, carrying a capacity control provision operative for six months, if not extended for a longer period, became effective on Aug. 20.

Credit for inclusion of the regulation which will prevent further overcrowding of the field by construction of additional refrigerated space goes to E. G. Erickson, vice-president of the Chicago Cold Storage Company, Chicago, who led the fight for adoption with a mass of statistics on operating conditions, and who demanded to know:

"How can any relief come to this industry and the 9000 employees it is responsible for unless a rule of reason is applied to this competition arising out of unrestrained and unreasonable building of new plants?"

Opposed by the Machinery and Allied Products Industry and the Refrigerated Machinery Association, this clause was the most controversial one in the discussions at a public hearing on March 15. It was characterized by members of the trade present as the most important proposition that had been before the industry in its existence.

As inserted in Article VIII of the Code, it reads:

"Section 1. No person engaged in this industry or for the purpose of engaging in this industry shall purchase, construct, lease or otherwise obtain or use storage capacity not owned, leased or otherwise held by such person prior to the effective date of this Code, except by applying to the Administrator through the Code Authority and obtaining permission of the Administrator upon his finding that the granting of such permission is consistent with and tends to effectuate the policy of the National Industrial Recovery Act; but nothing contained herein shall be construed to prevent the replacement by a member of this industry of storage capacity of equal capacity existing

on the effective date of this Code or the transfer of storage capacity from one member to another provided same was in use prior to the effective date of this Code, and provided further that such transfer does not have the effect of creating additional storage capacity within the industry.

"Section 2. The provisions of this article shall cease to be effective on the expiration of six months from the effective date of this Code, provided, however, that prior to that time the Code Authority may submit to the Administrator its recommendation that said period be extended, based on such information as may be required, and if the Administrator finds upon such information and facts that a further extension of this period is consistent with and tends further to effectuate the policy of the National Industrial Recovery Act, he may declare the provisions of this article to be operative for such longer period and under such conditions as he may find necessary further to effectuate the policy last herein mentioned."

In his letter of approval and transmission to the President, General Hugh S. Johnson said:

"This industry is vital to the health and well-being of the American public in that it must constantly safeguard at adequate temperatures much of the fruits, vegetables, fish, butter, eggs, fowl and meats, and other edibles of our daily consumption.

"There are 540 establishments in this industry, and these firms have an approximate capacity of 325,000,000 cubic feet; approximately 10,000 employees; with capital investment of over \$250,000,000.

"Approximately 80 per cent of the members of this industry are also engaged in the ice business and of course use the same refrigerating engineering staff, and much of the other labor is interchangeable. Notwithstanding that fact, it is estimated that employment of labor will be increased approximately 25 per cent and an increase in payrolls of approximately 25 per cent, an additional burden on the industry of some \$210,000 annually."

**T**HE Code approved by President Roosevelt and now in operation is not the same document which was submitted by the sponsoring organization, the Association of Refrigerated Warehouses (a division of the American Warehousemen's Association). The A.R.W. proposed a supplement to the basic ice code, but that was rejected and a new compact drawn by NRA officials after the public hearing when a number of post-hearing conferences took place.

The A.R.W. through its president, William J. Rushton, Birmingham, had vigorously maintained that the dual operations of most of the companies in the trade—refrigerated warehousing and the ice business—made it imperative that the Code be in the form of a supplement; this because of the fact that the working forces are interchangeable and allocation of time to one or the other operation is impossible.

"If such procedure is not followed,"

said Mr. Rushton, "we submit that innumerable opportunities to play 'Dr. Jekyll and Mr. Hyde', innumerable opportunities for subterfuge and evasion, will present themselves to chiselers within both industries, and in all probability will render ineffective to a marked degree the purposes and provisions of each code."

The industry's request for a basic work week of 56 hours was rejected by the Recovery Administration and a 48-hour



**ARTICLE VI**, Section 1, of the Refrigerated Warehousing Industry's NRA pact provides for selection of five members of the Industry to comprise the national Code Authority. On August 25th the following five names were approved by the Recovery Administration, having been submitted to Washington by the Association of Refrigerated Warehouses:

Chairman Harry C. Herschman, president Terminal Warehouse of St. Joseph, Inc., St. Joseph, Mo., and a past general president of the American Warehousemen's Association, of which the Association of Refrigerated Warehouses is a division.

E. E. Hesse, treasurer United States Cold Storage & Ice Company, Chicago.

William J. Rushton, president Birmingham Ice & Cold Storage Co., Birmingham, and president Association of Refrigerated Warehouses.

William A. Sherman, vice-president Merchants Ice & Cold Storage Co., San Francisco.

J. R. Shoemaker, president Hygeia Refrigerating Co., Elmira, N. Y., and president New York State Association of Refrigerated Warehouses.

Notification of NRA approval was sent to Frank A. Horne, New York, chairman of the Industry's special committee which had prepared the Code.

Under Section 2 of Article VI, Regional Sub-Code Authorities may be established from time to time, and the national Code Authority held its first meeting, at Washington during week of Aug. 27, to arrange for Sub-Code Authorities selection.

maximum was substituted, with a basic work day of not more than nine hours. Clerical and office workers were placed on a 40-hour maximum, and a restriction was made against working seven days a week.

The maximum hours are not applicable to managerial or supervisory employees provided they are paid not less than \$35 a week. Other workers will be permitted to exceed the maximum if they are engaged in emergency work for the protection of life or property, but overtime work must be compensated for on the basis of one and one-third times the normal rate of pay.

Employees in cities in the North having a population of 15,000 or more must be paid not less than 37½ cents an hour, and those in smaller communities in the North must be paid at least 30 cents an hour. For Southern communities the minimum wage is 27½ cents an hour. Office and clerical employees are given a \$15 minimum salary.

The term South is interpreted to include Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia and West Virginia. All other States and the District of Columbia are embraced in the North, for purposes of minimum pay computation.

The standard Code provisions against reduction of pay; equal compensation for female workers who do the same type of work as male; payment below minima for handicapped persons certified by the Department of Labor; payment of wages at least every two weeks; child labor; and the rights of collective bargaining, were written into the pact.

A Code Authority of five members to be designated by the industry, with the approval of the Administrator, is provided, and the Administrator is privileged to add three, without vote. Regional Code Authorities also may be chosen but, as in the case of the national group, the method of election and personnel must have NRA approval.

Within 30 days from the date of approval of the Code each operator is required to file, with a disinterested agent of the Code Authority, tariffs and schedules of all charges made by them for their services. Revisions will be permitted, to be effective immediately upon receipt by the agent of the Code Authority.

All competing warehousemen, and all

**AS a special feature of this issue of *Distribution and Warehousing* there is inclosed a supplement containing the full text of the Code of Fair Competition for the Refrigerated Warehousing Industry as approved on Aug. 8 by NRA and which became effective on Aug. 20.**

customers of such establishments who signify their willingness to defray the cost of service, will be furnished with telegraphic statements of changes in rates.

Schedules of rates are required to show a separate charge for each of the following services and failure to do so will be a violation of the code: handling; storing; insuring; recooling; weighing; extra sorting; bonded warehouse service; repacking; service outside of usual business hours; making collections or loans on request of customers; extra labor or service, and special clerical work.

Quantity discounts other than the customary carload unit discount are prohibited.

Provision is made for the fixation of minimum charges when the Administrator finds, upon complaint, that an emergency exists due to price cutting. Under such circumstances NRA will designate an impartial body to make a survey and recommend minimum rates which, when promulgated by the Administrator, shall be binding upon the entire industry.

To assist members in determining proper charges for their services, the Code Authority will develop a cost finding system which will be available to the trade when approved by the Recovery Administration.

By trade practice provision, members of the trade are required to bill on a monthly basis, payable monthly, their charges, interest, insurance, etc., "irrespective of whether the merchandise has been removed from the warehouse or remains in storage."

The Chicago Board of Trade had protested vigorously against including this provision. At the public hearing, Fred H. Clutton, representing the Board of Trade, pointed out that the proposal would require payment for a second month if the goods remained in custody for 32 days; and conceivably, he said, with brisk trading, the same lot of goods would bring the equivalent of 30 to 60 months' storage in a period of 30 days.

Other fair trade practice provisions are either standard Code declarations or mere codification of existing practices in the cold storage trade.

The Industry's request for a fair trade practice provision limiting loans to 70 per cent of the value of goods stored, was rejected. Vallee O. Appel, Chicago, arguing for this limitation, said improvident loaning in the past had been destructive to the trade and that the industry wished the 70 per cent figure set at this time with a view to gradually eliminating all loans by cold storage operators on merchandise in their custody.

#### **Rybacky Appointed**

Announcement is made by Oliver Wogstad, system manager of the National Carloading Corporation, Chicago, that John J. Rybacky has been appointed manager of the household goods and automobile departments at New York.

Mr. Rybacky succeeds the late Preston A. Slee.

# Other NRA Code Developments

(Washington Bureau stories are by James J. Butler)

## 25 Executives Are Nominated for Permanent Code Authority Membership in H. H. C. Trade

(Concluded from page 13)

National Furniture Warehousemen's Association.

2. Six are members of the Mayflower Warehousemen's Association.

3. Eighteen are "independents", being identified with neither the National nor the Mayflower. Of the eighteen "independents", four are affiliated with United Van Lines, Inc., which supported the National in the latter's successful effort to have NRA give the Household Goods Storage and Moving Trade a Code independent of the trucking industry pact.

Thus far 25 executives have been nominated (with fourteen to be elected) for permanent Code Authority membership; and 2 are yet to be selected, in Region 13.

Of these 25—

1. Sixteen are members of the National Furniture Warehousemen's Association.

2. Two are members of the Mayflower Warehousemen's Association.

3. The other seven are "independents"; and of the seven, one is affiliated with United Van Lines, Inc.

## Other Developments

**U**NDER an order issued by Gen. Johnson on May 15 the life of the Trade's temporary Code Authority was fixed for ninety days from the effective date of the Code. That date was April 30, and ninety days later was approximately Aug. 1.

In order to prolong the life of the temporary Authority until the permanent one will have been elected, Walter J. Riley, Administrative member of the temporary Authority, made formal request to NRA for such extension.

Meanwhile Mr. Riley approved, and NRA confirmed, extension to Sept. 1 (from Aug. 15) of time for the Trade members to file tariffs, rates, schedules, etc. D. E. Knowles, the temporary Code Authority's executive secretary, bulletined the secretaries of the affiliated trade associations on Aug. 16 the following:

"The extension of time for the filing of tariffs was granted with the distinct understanding that there would be no further extensions requested and that the Trade would begin operating immediately under tariffs filed with the properly designated filing officer."

Registration forms, approved by NRA as told in Washington correspondence elsewhere, were placed in the mails on

Aug. 11, and about 150 had been returned within a week. They went to all members of the Trade for whom the temporary Code Authority has addresses—and the original list of 5,400 had increased to 14,000 and more were being anticipated.

The period for vehicle registrations has been extended to Sept. 8.

NRA has set Sept. 12 tentatively as the date for the public hearing on the question of jurisdiction over vehicles as between the trucking industry's Code and the pact for the Household Goods Storage and Moving Trade and has so notified the latter Trade's temporary Code Authority.

## Merchandise Trade's Budget Is Approved by Johnson

(Concluded from page 9)

rent of offices, \$3,100; postage, bulletins, etc., \$3,500; printing and stationery, \$2,500; equipment in addition to that of American Warehousemen's Association, \$2,000; contingent fund for travel, etc., \$3,200; salary of secretary, \$7,500; first assistant secretary, \$5,000; one stenographer-secretary, \$1,980; one stenographer-secretary, \$1,740; one assistant secretary, \$4,800; one accountant, \$4,000; two clerks at \$1,500 each; one stenographer-clerk, \$1,440; one stenographer-clerk, \$960; one stenographer-clerk, \$1,500; one clerk, \$1,000.

A part of the personnel is employed by the American Warehousemen's Association, but three-quarters of its time will be utilized on Code work. The A. W. A. will pay one-fourth of their compensation, amounting to \$4,055.

Meetings of Code Authorities will cost \$15,000, based on three sessions during the year.

For each of the ten regions the expense is estimated at \$3,000, or a total of \$30,000 for regional work. Included are office expenses, telephone, telegraph and stationery, \$300; travel expense, \$1,500; secretarial expense, \$1,200. Each of the ten regional Code Authority members is allowed \$20 a day for three days a month for his Code work, or a total of \$7,200 a year.

The total estimated receipts to meet this budget, which is calculated to carry on the administrative work until Feb. 10, 1935, are \$119,627.06. This is based on payments by 1,525 members of the industry, of \$50 each. Of this number it was estimated 1,025 had subscribed when the budget was submitted and the remainder were expected to come in later.

## Registration Forms to Household Goods Operators Mailed in August

DISTRIBUTION AND WAREHOUSING'S WASHINGTON BUREAU, 1157 National Press Building.

**R**EGISTRATION forms for operators in the Household Goods Storage and Moving Trade, almost identical, insofar as vehicular operating data is concerned, with the forms used by the trucking industry, have been approved by NRA and the work of registration went forward early in August.

The forms were made similar at the suggestion of NRA's division of research and planning. Inasmuch as the two industries—trucking and household goods storage and moving—are concerned with similar problems, the board pointed out, it is in several respects advantageous to use identical reporting forms. That board also questioned the advisability of requiring members of the industry to give the name of the company carrying its workmen's compensation insurance, but the labor advisory board deemed this necessary for its records and the division of research and planning did not pursue its objection further.

Registration forms are to be filled out in triplicate and filed with the temporary Code Authority, 11 South La Salle street, Chicago. Four copies are being furnished each operator, the fourth to be retained by him for his personal records. Each operator is required to give the following information:

Name and address; total number of vehicles owned and operated, excluding tractors; number of vehicles owned by registrant and operated by others, listing the number supplied with a driver, and the numbers supplied with maintenance and repair and those which are not, as well as those owned by the registrant but supplied with a driver and maintained by others who operate them.

A further classification of trucks is required to show the size of the vehicles by payload tonnage and the average number of miles operated.

With reference to vehicles used in hauling household goods, it is required that the percentage of revenue from such operation be shown. The square footage of storage space, showing fire-proof and non-fireproof separately, is called for. A listing of the types of goods carried in the trucking division is asked for, with space allowed to show the percentage of revenue derived from each type of carriage.

Data as to number of employees, wages and salaries paid, and working hours, complete the registration.

Discussing the subject for the first time since the Mayflower Warehousemen's Association and the Aero Mayflower Transit Company vigorously attacked the claimed representative character of the Code sponsors for the Household Goods Storage and Moving Trade, Deputy Administrator E. E. Hughes incorporated in his approval of registration forms for the furniture movers the following paragraph:

"The Household Goods Storage and Moving Trade temporary Code Authority is fully representative of the Trade."

Thus did the NRA official who had held out for weeks against permitting the household goods movers a pact separate from the trucking industry succinctly answer the objection filed by one of the most important units of the latter group. Mr. Hughes did not amplify his declaration and it is included in General Johnson's approval of the registration form, thereby receiving the indorsement of the Recovery Administration chief.

The transit company's protest directly charged that the Code is sponsored and its administration controlled by the National Furniture Warehousemen's Association, whose members, Mayflower claims, do not represent 80 per cent of the industry as officially claimed.

### Lessors of Trucks Subject to Code if They Continue Responsible for Upkeep and Drivers

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**OWNERS** of motor trucks who lease the vehicles to others but who retain responsibility for maintenance or for the employment of drivers are subject to the trucking Code even though the vehicle is operated wholly in connection with another codified industry.

This ruling has been made by G. A. Lynch, NRA administrative officer, by way of clarifying questions given rise to by an earlier pronouncement. Mr. Lynch's statement, sent to Deputy Administrator E. E. Hughes, reads:

"On May 1 there was sent to you by me a memorandum dealing with the question of the inclusion, under the trucking Code, of trucking operations which are an integral part of particular industries. Some confusion has arisen because of a misconception of this memorandum.

"The trucking Code, in its definition, includes as for-hire members of the trucking industry lessors of trucks who either retain responsibility for the maintenance of trucks leased or for the employment of the drivers of such trucks, even though the trucks are operated as an integral part of some other industry.

"My memorandum of May 1, of course, was not intended to change the definition of the trucking Code, and, therefore, those lessors of trucks as above described must comply with the trucking Code in all transactions within the provisions of the Code; the lessees being in such cases under the particular code applicable to them.

### 21 Warehousemen in First State Groups Selected to Administer Trucking Code

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**PERMANENT** State Code Authorities for administration of the trucking industry's Code have been selected in nearly half the States and approved by the National Recovery Administration.

With the discontinuance of regional Code Authorities through an amendment to the Code the State groups are given broader powers and charged with greater responsibilities in Code enforcement, one of these powers being the appointment of local groups.

State Code Authority members chosen without contest are, as thus far announced:

Alabama—George C. Harris, president Harris Transfer & Warehouse Co., Birmingham. James A. Martin, Birmingham. Thomas C. Reed, Montgomery. J. B. Cole, Jr., H. L. Malone, S. J. Drummond.

Arkansas—Robert A. Black, manager Black Transfer Co., Eldorado. B. C. Rotenberry, Little Rock. H. A. Tune, Little Rock. J. Montague Williams.

Connecticut—John W. Connelly, vice-president Hartford Despatch & Warehouse Co., Hartford. Bryant C. Edgerton, president Park City Warehousing Company, Bridgeport. Everett J. Arbour, Hartford. Sharp Mossop, Bridgeport.

Florida—A. H. Laney, president Delcher Bros. Storage Co., Jacksonville. W. J. Leonard, secretary Fireproof Storage Warehouses, Inc., Miami. L. A. Raulerson, Jacksonville. John E. Britt, John Lewis, Burton H. Schopf.

Kansas—E. H. White, president Topeka Transfer & Storage Co., Topeka. F. R. Petty, El Dorado. W. E. Cox, D. E. Sauder.

Michigan—H. H. Hardy, secretary Fireproof Storage Co., Lansing. John F. Ivory, president John F. Ivory Storage Company, Inc., Detroit. Adolf Bazant, Detroit, president Michigan Motor Transport Association. Edward G. Rice, Detroit. James Godfrey, John Vanderjagt.

New York City—Lawrence De Rosa, De Rosa Haulage & Warehouse Corporation. William F. Banks, George W. Daniels, Joseph I. Frank, Hugh E. Sharidan, Joseph F. Whelan.

Pennsylvania—Buell G. Miller, president Miller North Broad Storage Company, Philadelphia. Harry E. Boysen, Philadelphia. Joseph Garner, Edward Gocolin, Scranton. Edward McCrady, Pittsburgh. W. C. Rubright.

Rhode Island—George H. Bennett, C. J. Cawley, East Providence. William Harrell, Providence. George Holley, Wakefield. C. F. Lull, J. R. Maloney.

South Dakota—F. J. Marx, secretary Dakota Warehouse Co., Watertown. Paul Bellamy, Emil Dobash, William Flamming, Tyndall. Russell Johnson, J. T. Timmons, Winner. Wyoming—Worth Garetson, Medicine Bow. V. B. Weaver, Casper. R. S. Brown, Severn Pederson.

Returns from States in which there were contests show the following results:

District of Columbia—Arthur C. Smith, secretary Smith's Transfer & Storage Co., Inc. W. E. Humphreys, president Jacobs Transfer Co., Inc. Francis J. Kane, A. W. Lowe, P. T. McDermott, William Parks.

Louisiana—Paul Maloney, Jr., president Maloney Trucking & Storage, Inc., New Orleans. Antoine Stagni, Thibodaux. W. S. Young, Shreveport. J. J. Dee, New Orleans.

Minnesota—L. W. Schirmer, Minneapolis. E. H. Sherman, St. Paul. B. Capretz, Alton. D. Johnson, Floyd Raymond, Earl Swain.

Mississippi—J. P. Ricks, president Ricks Storage Company, Jackson. W. E. Hester, Hazelhurst. Milson Magee, Jackson. Guy McAllister.

Nebraska—W. H. Sullivan, president Sullivan Transfer & Storage Co., Lincoln. Kile R. Martin, president Nebraska Motor Transport Association. Charles E. Hall, Omaha. W. R. Boquet.

North Carolina—John L. Wilkinson, president Carolina Transfer & Storage Co., Charlotte. R. S. Koonce, manager Carolina Storage & Distributing Co., Raleigh. R. W. Barnwell, president Barnwell Warehouse & Brokerage Co., Burlington. W. C. Honeycutt.

Oregon—L. A. Christensen, John Crowson, M. E. Van Horn, Arthur Phelps, David Wilson, A. C. Pierce, Medford.

Virginia—C. Fair Brooks, secretary Brooks Transfer & Storage Company, Inc., Richmond. Harry G. Mundy, president Mundy Bros. Transfer Corp., Roanoke. F. A. Bristow, West Point. Harold J. Byrd, R. K. Carter, E. T. Gresham.

Of the approximately 100 executives named in the foregoing to serve on nineteen trucking State Code Authorities more than 20 per cent are directly identified with the storage business.

The list includes twenty-one warehouse executives, including five who are officers of the industry's trade associations—John W. Connelly, president of the Connecticut Warehousemen's Association; H. H. Hardy, secretary of the Michigan Furniture Warehousemen's Association; George C. Harris, president of the Birmingham Transfer & Warehouse Association; Paul Maloney, Jr., president of the New Orleans Merchandise Warehousemen's Association; and John L. Wilkinson, a director of the National Furniture Warehousemen's Association and president of the National's Allied Van Lines, Inc.

### Association Memberships

Represented are eight memberships in the National F.W.A.; six in the merchandise division of the American Warehousemen's Association; six in the Mayflower Warehousemen's Association; five in the Southern Warehousemen's Association; two in the Midwest Warehouse and Transfermen's Association; and one each in the Connecticut Warehousemen's Association, Michigan Furniture Warehousemen's Association, Missouri Warehousemen's Association, Nebraska Warehouse & Transfermen's Association, Pennsylvania Furniture Warehousemen's Association and Southwest Warehouse and Transfermen's Association; together with some local groups.

### Cost Formula for Merchandise Trade Nearly Completed

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

**WITHHELD** from the Trade for several weeks because the policy board of NRA considered its provisions to constitute price fixing, the cost formula for the merchandising warehousing industry was in the last stages of completion as the month of August ended.

The cost formula has been before advisory boards for more than a month following its acceptance by Fred L. Rasch, technical advisor to the Recovery Administration. Several of the boards offered minor objections but these were overcome and it had been hoped that the cost-measuring yardstick would be in general use early in August.

It is understood that no material change will be made in the formula which was agreed upon by A. Lane Cricher, counsel for the Code Authority, and Mr. Rasch, several weeks ago.



### Rodgers Outlines Plans to NRA for State Authorities to Handle Trade Complaints

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE national Code Authority for the trucking industry has proposed to NRA that jurisdiction over trade practice complaints be transferred from the Administration's compliance division to the Code Authority. Approval of the shift is virtually assured.

This would transfer from the State compliance director to the State Code Authority all complaints arising under the provisions of the Code with the exception of those having to do with the labor provisions and the sufficiency of rates filed by members of the industry.

Such a shift will carry the trade's program for self-government one step further in the direction of completeness and, it is believed, will speed compliance. The suggested procedure is explained by Ted V. Rodgers, the National Authority's chairman, as follows:

"Under the proposed plan, the National and State Code Authorities will be constituted as a trade practice complaints committee for the trucking industry, the members of these Code Authorities being members of the complaints committee.

"Where adjustment is undertaken by a complaints committee, the first step will be to inform the respondent the nature of the complaint, explain the part of the Code which it is claimed he is violating, and ask him for a statement of his position. At the same time, the committee should furnish him a copy of the Code and a copy of the printed statement entitled 'Information for Persons Charged with Violation of the Trucking Code,' in the form prepared by the complaints committee. If the respondent does not reply within a reasonable time, a registered letter, inclosing a copy of the Code and the printed statement should be sent him. If no reply is then received, the committee may endeavor through a field adjuster to ascertain the facts or may refer the case to the appropriate State director or to the Compliance Division of the Administration.

"If, upon consideration of the adjuster's report, the committee finds that the respondent has violated the Code and refused to comply or has failed to give a satisfactory explanation, and it appears that further attempts to adjust the complaint on its part would be futile, it will transmit the case for action to the Compliance Division of the Administration or to the appropriate State Director, and will inform the respondent of its action.

"If the committee has exhausted all reasonable effort to adjust any complaint through interviews, field investigations or otherwise, and the complaint is still unadjusted, or if at any time the committee is convinced that the complaint sets forth a violation which the respondent showed no disposition to correct or adjust, the complaint will be immediately referred, together with the

entire report, to the Compliance Division of the Administration through the national complaints committee, or directly to the appropriate State Director. Such complaints will be referred to the State Director only where immediate litigation is required.

"In all other cases, the complaints will be referred through the national committee to the Compliance Division of the Administration, which has the power to make the final attempt at adjustment and to remove respondent's Blue Eagle and Code insignia and/or refer the case to the Litigation Division of the Administration for prosecution. When cases are sent by the committee to the compliance division or the State Director, the complete file, including all the data on the case, should be forwarded.

"While no action should be taken in handling complaints until final approval of the Administrator is received on this procedure, all State Code Authorities should immediately develop plans for taking over this important part of the work of Code administration.

"While some slight delay in handling of pending cases may develop through this shift in authority, it is felt that in the long run action on trade practice complaints will be greatly speeded by this new method of procedure. State Code Authorities, as soon as their set-up is ready, are requested to furnish the national Code Authority with a full outline of their set-up and the methods that they will follow so that good ideas received from different States may be passed on to others who will then be able to benefit from those ideas.

"The national complaints committee, when the plan is approved, will be charged with the general administration of trade practice complaints arising under the Code and will have the power to appoint such agents, committees, employees and to utilize such existing agencies and associations as the committee shall deem necessary to secure proper compliance with the provisions of the Code."

### Cricher Establishes His Own Offices

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

LANE CRICHER, Washington counsel for the Merchandise Warehousing Trade Code Authority, and Attorney Edward S. Brashears, legal representative here of the trucking Code Authority, have terminated their office association.

Mr. Cricher, Mr. Brashears and Attorney Wilson L. Townsend formerly shared a suite in the Investment Building, but Mr. Cricher now has separate offices.

The refrigerated warehousing industry is represented here by Attorney John J. Hickey, leaving the household goods storage and moving industry the only member of the transportation and warehousing group not regularly represented in the Capital.

### Trucking Code Assessment Program Is Broadened to Include Non-Subscribers

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

BY amendment to the trucking Code all for-hire operators in that industry—not only those assenting—have been made subject to assessments for administration of the compact.

As originally drawn and approved by the Recovery Administration, the article on Code assessments was permissive in nature, being couched in the following language:

"Members of the industry shall be entitled to participate in and share the benefits of the activities of the various Code Authorities, and to participate in the selection of the members thereof by assenting to and complying with the requirements of this Code and sustaining their reasonable share of the expense of its administration. Such reasonable share of the expense of administration shall be determined by the National Code Authority, subject to review by the Administrator, on the basis of such factors as may be deemed equitable."

That section has been stricken out and the following has been substituted:

"It being found necessary in order to support administration of this Code and to maintain the standards of fair competition established by this Code and to effectuate the policy of the Act, the National Code Authority is authorized,

"(a) To incur such reasonable obligations as are necessary and proper for the foregoing purposes, and to meet such obligations out of funds which may be raised as hereinafter provided and which shall be held in trust for the purposes of the Code;

"(b) To submit to the Administrator for his approval subject to such notice and opportunity to be heard as he may deem necessary—

- (1) An itemized budget of its estimated expenses for the foregoing purposes, and
- (2) An equitable basis upon which the funds necessary to support such budget shall be contributed by the industry.

"(c) After such budget and basis of contribution have been approved by the Administrator, to determine and obtain equitable contribution as above set forth by all members of the industry, and to that end if necessary, to institute legal proceedings therefor in its own name.

"Each member of the industry shall pay his or its equitable contribution to the expenses of the maintenance of the Code Authority, determined as hereinabove provided, and subject to rules and regulations pertaining thereto issued by the Administrator. Only members of the industry complying with the Code and contributing to the expenses of its administration as hereinabove provided (unless duly exempted from making such contributions) shall be entitled to participate in the selection of members of the

Code Authority or to receive the benefits of any of its voluntary activities or to make use of any emblem of the National Recovery Administration."

### **Truck Code Authority Will Survey Insurance and Link It with a Safety Program**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

A THREE-POINT study linking a national highway safety program with an inquiry into trucking insurance costs has been inaugurated by the insurance committee of the national Code Authority, proceeding along the following lines:

1. Preparation of any analysis of the insurance requirements of the various States.
2. Development of a questionnaire form to be sent to operators for the collection of data with respect to insurance rates, experience, State laws, etc.
3. Cooperation with underwriters and other agencies having an interest in reducing highway accidents.

Tied in with this study will be a review of the question of compulsory insurance, as directed by the national trucking Code, with a study of its relationship to safety and the experiences of States having compulsory insurance statutes.

The decision to proceed with this work was reached at a meeting in this city with Dr. J. C. Nelson, trucking insurance expert, who has just completed a tour of the New England States during which he conferred with casualty insurance officials. Those who attended are Roy B. Thompson, vice-chairman of the Code Authority; Philip Smith, Jr., of Chicago; H. B. Berkowitz, Philadelphia; and W. P. Gordon of the American Trucking Association staff.

### **Truck Labor Survey Not Truly Representative, Code Authority States**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE Bureau of Labor Statistics, Department of Labor, in cooperation with Coordinator Joseph B. Eastman, has completed a study of wages, hours and working conditions of trucking which existed prior to adoption of the trucking code, to be used as the basis of a report to Congress.

As of July, 1933, hours averaged 50.4 a week at average wages of 45.2 cents an hour, or \$22.78 a week, according to the report, which covers a survey of 312 firms having 664 local offices and 342 branches and employing 7,129 wage earners.

Regular intercity truck traffic accounted for 33 per cent of the operations analyzed. This operation showed an average of 52.3 hours worked in a week at 47.2 cents an hour, or \$24.68 a week.

Of the concerns surveyed, 168 operated trucks with sleeper cabs, some of which were operated by two drivers receiving equal pay and sharing responsi-

bility equally; others by one driver and a helper. The trucks in this group averaged as much as 18 to 24 hours a day of traveling time; and, where two traveled with a truck not equipped with a sleeper cab, each was considered on duty at all hours en route.

The survey is not considered by trucking's national Code Authority truly to reflect conditions within the industry, because it concerned itself with only a fraction of all operators.

"While the study presents a picture of only a segment of the industry it will be interesting to compare its findings with those revealed as a result of operation of the Code," said the Authority. "This study indicates clearly the need for reliable information about the trucking industry, such as is now being gathered through the medium of registration. It further indicates how a distorted view of the industry may be had because of a hasty and incomplete analysis of trucking operations."

### **Johnson Informs Governors He is Against Dual Set-Up in Administration of Codes**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

PROTEST by Camden, N. J., truck operators against assessment of fees against them for administration of their New Jersey Recovery Act is expected to lead to a radical change in the administration of codes in more than a dozen States.

The Camden truckers complained because each was assessed \$25 for administration of the State pact, in addition to his registration fee of \$3 per vehicle under the Federal Codes.

"The \$25 yearly assessment with which to maintain the Code Authority and its inspectors is going to drive out of business many of the little fellows in the industry", the group, led by George W. Scholedorn, protested.

Following the example of the truck operators, numerous others gave voice to their grievances and eventually the matter came before General Johnson who, late in August, invited Governor Moore of New Jersey to come to the Capital to discuss the situation. Meanwhile a committee of the New Jersey Legislature has made inquiry and recommends State codes remain intact.

Gen. Johnson has declared in favor of making State codes identical with the NRA pacts and abolishing the administrative features of the former, which in turn would abolish the assessments. The Administrator has declared there is no need for the dual administrative set-up, but he desires State codes continued, provided they are identical with the Federal compacts, for the reason that enforcement is thereby made possible in both State and Federal Courts.

General Johnson has notified the Governors of more than a dozen States other than New Jersey as to his attitude and has asked their cooperation.

### **Household Goods Industrial Relations Board Selected; Glenn and Hamilton Members**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

A TEMPORARY National Industrial Relations Board for the Household Goods Storage and Moving Trade, to function until a permanent group is chosen, has been selected with the approval of General Johnson.

The Board members, all of whom are expected to be continued in office when the permanent tribunal is created, are:

Joseph W. Glenn, president of O. J. Glenn & Son, Inc., Buffalo, and a member of the National Furniture Warehousemen's Association.

C. J. Hamilton, president of the Security Storage Co., Baltimore, and a member of the National.

John J. McKenna and Thomas P. O'Brien, of Washington, officers of the International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers, representing labor.

Creation of such a Board, to consist of equal representation for employers and employees, is provided in the Trade's Code.

The Board has power "to mediate, arbitrate and conciliate alleged violations and non-observance of the labor provisions of this Code and disputes between employers and employees and make recommendations thereon to the Administrator; to provide, subject to the approval of the Administrator, rules for the selection of its own members and those of local boards, and rules and regulations for procedure and conduct of these boards; to establish regional, State and divisional boards similarly constituted; and to provide for the selection of members of these boards; and it shall also advise and cooperate with the Code Authority and the Administrator on all matters of industrial relations."

The board is required to include in its rules a regulation which shall insure all parties to an industrial dispute reasonable notice of hearings. Appeal must be provided through the regional, State and divisional boards to the National Industrial Relations Board and to the Administrator.

In cases where the Board is unable to reach a majority vote on any issue, it is permitted to select a fifth member; and if it does not do so, the Administrator has the power to designate a fifth.

Mr. Glenn and Mr. Hamilton were appointed to the Board on recommendation of the Trade's temporary code authority, while Mr. McKenna and Mr. O'Brien were selected by the Labor Advisory Board of the National Recovery Administration.

### **14,000 Ohio Trucks Have Registered Thus Far**

Frank E. Kirby, Columbus, secretary of Ohio's temporary State Code Authority for the trucking industry, reported about mid-August that approximately

14,000 for hire trucks had registered in Ohio under the industry's national Code. He estimated that these represented about two-thirds of the vehicles subject to registration, and warnings were being mailed to the others. Registration bureaus have been set up in thirteen locations throughout the State.

### Clark Succeeds Dearing in Truck Code Capacity

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

COINCIDENT with the announcement that Assistant Deputy Administrator Charles L. Dearing, who has handled most of the detail in connection with the trucking Code, has resigned from NRA to return to his former position with Brookings Institution, the Administration has named Charles P. Clark, a transportation expert, as successor and has added several others to the trucking division staff. Mr. Dearing will continue as an aide to NRA in an advisory capacity in problems affecting the code.

Mr. Clark formerly was Administration member of the Code Authority and in that capacity gained familiarity with the work he will now direct.

R. A. Shadbourne, formerly on the staff of the Federal Coordinator of Transportation, has been appointed to the division studying rate structures. As a member of the Eastman force he was engaged in compilation of data bearing on competitive forms of transportation. He was at one time in the employ of Denny Motor Transportation Company, New Albany, Ind., and later was with the Department of Commerce.

D. R. Wallace, a statistician, and J. A. Dunkel, an accountant, have been transferred from other NRA divisions to trucking.

Others in the division, besides Division Administrator Sol A. Rosenblatt and Deputy Administrator E. E. Hughes, are Wellington McNichols, W. G. Mitchell and J. C. Edgerton, the latter being the executive assistant.

### Warehousing and Trucking Not Among Exempted Enterprises

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

NEITHER the Merchandise Warehousing Trade nor the trucking industry is among the purely local service enterprises which are exempted "at this time" from the provisions of their NRA codes, General Hugh S. Johnson has made it emphatic in an Administrative order increasing the number of trades to which compacts are no longer applicable in communities of 2,500 persons or less.

Under an executive order signed by President Roosevelt on May 15 Mr. Johnson was empowered to relieve service industries and retail groups from compliance with approved codes. On May 26 the Administrator exempted several, and in August he added others.

### Trucking's Cost Formula Is Blocked by Opposing Views of NRA and Trade's Leaders

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

TREATMENT of depreciation and insurance is providing the stumbling blocks to early approval of a cost formula for the trucking industry.

The proposals by the national Code Authority in these respects and the viewpoint of NRA do not coincide, and the differences have not been ironed out despite several conferences which have taken place between Chairman H. D. Horton's committee and representatives of the Administration.

The committee insists that the formula as presented several weeks ago offers the only fair and most nearly accurate method of measuring these items. Departure from these methods would defeat the entire purpose of the formula, it was said, by allowing unfair differentials between competitors; substituting estimates in lieu of scientific measurements of insurance, and estimates in lieu of facts on depreciation; rendering rates subject to rapid, uncertain and disastrous change by reason of variable experience from losses; tending to create monopoly by allowing unfair advantage to the financially strong operators who could charge off depreciation at a rapid rate; and giving power to drive out competition to the operators who had by past bookkeeping methods depreciated their equipment entirely or who had been able to secure trucks or other equipment at little or no cost.

In the hope of winning NRA over to the formula as prepared by the Authority, Chairman Ted V. Rodgers has submitted the following brief in support of the recommendations:

"The only two points on which the Department seems still to entertain doubt in connection with the proposed cost formula is on the two questions of insurance and depreciation. In discussing these two questions, I wish first to state that at all times when the members of the industry have come together they have been in complete unanimity on the point that these two items should be dealt with by rules which would make all members subject to like treatment.

"Each for hire member of the industry is subject in his operations to certain hazards usually covered by insurance, except where by reason of unusually bad experience the member is unable to obtain insurance coverage.

"The loss resulting from such hazards as to future operations are, of course, unknown but, knowing those hazards to exist, some method must be adopted to measure the probable cost thereof. The use of past experience as to a single operator is certain to be inaccurate in large measure. The only known method to use for any degree of accuracy in such measurement is the consideration of the law of averages, as that law can be modified by management or by safety device reflected in a fair degree of certainty from a prolonged experience. The

law of averages as so modified by these elements can not be estimated by unskilled persons. Hence we are forced to turn to that type of experience found in those who deal with these factors; namely, the companies which by study of experience are able to project with some degree of scientific accuracy the probabilities of the cost of these hazards as affected by the several factors involved. These probabilities are reflected in the manual of rates for insurance against the hazards and the factors of management and safety devices are reflected in merit or experience variations from such manual.

"The use of prior experience of the individual would be impracticable and grossly unjust; impracticable, because it would be so variable that resulting cost of service based thereon would fluctuate to such a degree that stabilization of rates would be wholly impossible, and unjust, because a loss experience for any year might be so unfortunate as to increase the cost of service to a point where rates resulting would be wholly prohibitive.

"In the light of these factors, the provision in the formula was adopted which sends the member of the industry to the competent source of scientific calculations of probabilities and causes the use of insurance manual rates as varied by merit or experience adjustments.

"The application of any rule in determining costs which would allow the operator to ignore insurance would cause serious hardship and readjustment as herein illustrated.

"(1) If the actual loss incident to the prior year was taken as the measure of the probable loss for the year to come, one year's excessive loss might so increase the cost of the services as thus arbitrarily arrived at, using the prior year's experience as the arbitrary, to a point where the necessity for rates to cover the cost of the service would be so high as to be prohibitive, thus allowing the man who carried insurance or who had a fortunate prior year's experience to monopolize the business at the expense of the unfortunate.

"(2) If losses were completely ignored, such ignoring of losses would allow the improvident, non-carrier of insurance an advantage tending to monopoly and the ignoring of these losses would be an arbitrary elimination of an actual cost item.

"(3) Since losses from hazards largely covered by insurance are losses to be measured in the future, substituting estimates in lieu of scientific measurements would result from any gauge being used but that of scientific measurement as appears in insurance rates. This would allow competitive advantage to the best guesser, resulting in much conflict; and, if the former year's experience were used, would result in contention as to when a loss was ascertained and the amount thereof.

"(4) Since rates must be sufficient to cover the cost of the service, if the arbitrary use of the prior year's losses were utilized instead of the scientific insurance premium measurement, rates



would be so variable and uncertain as to be practically impossible of computation.

"In dealing with depreciation, the Code Authority is considering facts in lieu of estimates, bookkeeping methods or other device which might be used to obscure facts.

"The fact of depreciation is ever present in the use of any vehicle—that the member has charged the cost of the vehicle out of his books does not change or cancel the fact. Depreciation exists and continues to exist throughout the period of the ownership or use of the vehicle. Since depreciation exists and continues to exist as a fact and since the cost of the service to be performed is a thing which accompanies the use of the vehicle, the depreciation of the vehicle should be a continuing element to be measured in measuring the 'cost of service.'

"This being true, we are fronted with the question of 'How shall depreciation be measured?'

"It is obvious that for purposes of testing the cost of service to be performed the measure must be a measure in future. It is also obvious that the exact depreciation of a vehicle cannot be determined until its life is ended. Its cost entire over the period of its life, less its salvage value, divided by the years of its life, produces its accurate depreciation, except as it may have been the subject of variations as between years, which variations are too difficult of determination to be practicable and two uncertain to be of value. Depreciation being a continuing element of cost and being required to be measured in future, it is apparent that such measure must be estimated based on experience and on any other factors available. The method of measure being by estimate, two possible sources of such estimate are present:

"(1) The estimate of the individual owning the vehicle.

"(2) The estimate of an impartial body (the Code Authority) following rules equitably applicable to all vehicles of like type.

"The second of these methods seems the only possible method of dealing with competitors in measuring the elements which enter into the cost of their service, hence it was adopted.

"It should be remembered that every application of this cost formula and decision made thereon is subject to appeal to the Administrator.

"One of the largest elements of cost is, of course, that element which results from wearing out or obsolescence of equipment. If, in lieu of a requirement that this cost be constantly taken into the cost of the service regardless of what the books show, there was substituted a rule where the former action or the immediate present action of a member of the industry is reflected on his books would be the guide, this would permit of the substitution of a fiction for a fact, resulting in the possibility of the wealthy operator writing off his equipment to secure unfair competitive advantage which he could use to eliminate

his weaker competitor. After having accomplished this, the rate could be advanced to such a point as he will. It should be borne in mind again that this cost formula is not meant to support a rate upward but to test a rate downward. May we illustrate with some concrete examples.

"(1) The wealthy member of the industry could write his vehicles off and so reduce his rates as to eliminate competition.

"(2) Those operators who in past may have written off their equipment could take advantage of the fact that they had so written this off, which fact of writing off is a fictional writing, and so lower the rates as to tend to monopoly by eliminating competition.

"(3) The operator who was so fortunate as to receive a gift of a truck would not have to figure his depreciation at all, resulting in unfair competition tending to monopoly.

"(4) Subterfuge by exchange of gifts would enable an operator to avoid depreciation and unfairly eliminate competition tending to monopoly.

"(5) A method of disregarding depreciation after the books reflected absorption of purchase cost would retard the industry and interfere with business by placing a competitive advantage premium on the use of old or obsolete equipment. Repairs could not be taken as an accurate substitute on old vehicles because the rate based upon futures and repairs in future would tend to arbitrary or fictitious estimates.

"(6) The ridiculous situation might arise where an operator would quote rates varying with the vehicle used, his rate for a vehicle which had been completely depreciated being, of course, less than his rate for a vehicle in process of depreciation.

"The entire situation would be so conducive to chaos unless the rule, or one substantially similar to that contained in the cost formula, were adopted, that the operation of the cost formula would be rendered wholly impossible and in the judgment of most of the industry the Code would of necessity have to be abandoned."

### **Trucking's Authority Asks Modification of NRA Order**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

IF for-hire truckers are permitted to give agencies of the Government a 15 per cent discount from standard charges, stabilization of rates will be impossible, the national Code Authority for the trucking industry has protested to the National Recovery Administration in a brief which asks modification of Executive Order 6767.

This order affects all trades, but in the trucking line it will have the effect of requiring operations below cost in many instances, it is complained. Dump-truck operators who are engaged on Federal public works projects will be especially hard hit, it is pointed out, unless

the following modification of Order 6767 is approved:

"Except where the Code provides that members of an industry shall not furnish services below the cost of such service to be performed under cost formula and rules and regulations approved by the Administrator, in which event such tolerance shall not apply on bids which are less than the cost of the service to be performed."

### **Rodgers Proposes "Home Rule" to Decentralize Administration of Truck Industry's Code**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

NRA has sanctioned a proposal by the national Code Authority for the trucking industry under which a further decentralization of administrative features will be possible.

The new plan permits a delegation of many of the functions of State Code Authorities to local Code committees, among them being the following:

Handling members registrations; distribution of insignia; receiving schedules of minima for rates and tariffs; receiving complaints and referring them, with reports and recommendations, to State Code Authorities; meeting with similar groups named by other State Code Authorities to consider questions of interstate bearing. They are not permitted to hold formal hearings on trade agreements or kindred subjects, and are not authorized to contract expenses to be met by the trade.

Chairman Ted V. Rodgers of the national Code Authority, commenting on this extension of the industry's "home rule" plan, said:

"We believe this plan will be helpful and practical, provided such committees are properly constituted and are representative of the industry, both as to classes of operators and geographical representation, and provided further that members selected to serve on such committees possess vision, experience, confidence of the members, are willing to work and are able to obtain the full cooperation of other members of the industry.

"This plan will be helpful particularly in States of large area and in States having large registration. It does not, however, relieve the individual operator of the obligation of acting as an enforcement agent and being constantly on the alert to report non-registrants and other code violators.

"With such a system working smoothly, it may be expected that the Code provisions will be enforced to the full letter of the law. This is merely another step, and an important one, in the program of self-regulation of this industry under NRA."

One of the first tasks to be assigned to the local groups will be that of speeding up the filing of minimum rates and tariffs. The members will be expected to cross-check the registrations filed and see that each registrant completes com-

pliance by filing his schedules. Reports are to be forwarded to the national Code Authority covering cases where operators refuse to file, and their reasons for such refusal. The national Code Authority has suggested the following procedure:

1. Call meetings of groups of members that are competitive with each other or have similar operating conditions.

2. In preparing for local meetings of the different groups, a program and suggestions should be planned in advance for consideration during the meeting so as to cause the meeting to result in enthusiastic cooperation on the part of the members who attend and develop a spirit that will be stimulating to other groups and radiate into other areas.

3. At these meetings, assist members of such groups in developing schedules of minima for rates and tariffs.

4. As an aid to effective functioning of these committees, it is suggested that the State Code Authority furnish each with a list of members, in the area or group to be handled by the committees, who have registered but from whom tariffs have not been received.

5. Check with members present to determine others who have failed to file schedules.

### **Mulligan Proceeds Against Violators Under Jersey Code**

JAMES E. MULLIGAN, Newark, State director of New Jersey's Code for the Household Goods Storage and Moving Trade, opened fire on violators with a three-day campaign in Jersey City in August. He issued twenty-two subpoenas on charges of misleading advertising, failure to report on wages paid, failure to protect employees with compensation insurance, failure to take out Code registration plates for vehicles, and failure to pay Code assessments.

Results of his Jersey City campaign led Mr. Mulligan to announce that he would proceed against ice men and peddlers who are chiseling in on the industry by moving household goods as a side line business; many of the vehicles used he termed a menace to public health and safety.

In Passaic and Essex Counties Mr. Mulligan gave violators specific notice they would be faced with Court action unless they mended their ways.

Meanwhile the State's seventeen trade Codes, including that for household goods storage and moving, received a new lease on life in August when they won the support of a special Legislative investigating commission appointed in June by Governor Moore. The commission found "that State Codes have not resulted in excessively high prices to consumers"; "that their operation was not driving business from the State"; "that they were not 'extremely favorable' to large industries, at the expense of small industries"; and "that in the light of present information this commission does not recommend the abolition of Codes at this time."

### **Carter Is New Treasurer of Trucking's Authority**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

ROBERT K. CARTER, Richmond, Va., has been elected temporary treasurer of the national Code Authority for the trucking industry, succeeding William E. Humphreys, resigned.

Mr. Carter, who is treasurer of American Trucking Associations, Inc., is chairman of the Virginia State Code authority for the trucking industry and is one of the leaders in the Virginia Highway Users Association.

### **"Off Duty" and "Dead Head" Survey by Trucking Authority**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building

A SURVEY of the trucking industry has been undertaken by the labor committee of the trade's national Code Authority for the purpose of gathering data to be used in preparing a report on the subjects of "off duty" and "dead-heading", to be submitted to NRA in response to a requirement of the approved Code. Operators will be requested to answer the following:

"In your operations, when do you consider employees as (a) being 'off duty'; (b) 'dead-heading'?"

"What percentage of the total weekly time do your employees spend on the average as (a) 'off duty' time?; (b) 'dead-heading' time?"

"Are your vehicles equipped with sleeper cabs? If so, describe type of construction, by whom made, and, if possible, submit photographs or drawings.

"How many miles constitute an average run during which 'off duty', 'dead-heading', or sleeper cabs are involved? How many hours?"

"Are your employees paid when 'off duty'? If so, on what basis? 'Dead-heading'? If so, on what basis? Sleeping in cabs? If so, on what basis?"

### **One-Truck Operators Make up 75% of Present Registrants**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

ANNOUNCING that 75 per cent of the more than 200,000 trucks registered in compliance with the mandate of the trucking Code are those of one-vehicle operators, the national Code Authority has reached this conclusion:

"The picture is clear: the small operator is cooperating, while in many cases the large operator is continuing to 'chisel.'"

The preliminary analysis of registrations recorded to date shows that approximately 160,000 of the vehicles were registered by one-truck operators. It also indicates that dump-truck registration is more nearly 100 per cent than any other type.

"This fact is readily understandable," says the Code Authority, "because dump-truck operators are deriving the bulk of

their business from work in connection with projects financed wholly or in part by Government funds, and it is obligatory in the issuance of contracts for such work that successful bidders adhere to code requirements of their industries."

The Code Authority inclines to the belief that inquiry into the operations of the recalcitrants will disclose violations of wage, hours and fair trade practice provisions of the Code.

### **Trucking Code Authority Plans Labor Exemptions During Crops Emergency**

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

THE national Code Authority for the trucking industry will expedite action on requested exemptions from labor provisions of the Code to cover the emergency period of crop movements, it has promised. Large numbers of applications are expected from the crop areas.

NRA took cognizance of this condition in the industry, and incorporated in the compact as Paragraph 5 of Section A, Article IV, the following:

"When seasonal demands arise involving movements of perishable goods or seasonal crops, or in case of emergency demands, an employee may, with the approval in advance of the appropriate State or regional code authority and the Administrator, be permitted to work an additional 12 hours in any two-week period beyond 108 hours, which additional hours need not be averaged out within the consecutive four-week period. The total period for which seasonal or emergency demand may be considered to exist is to be limited to three consecutive months for any type of haulage in any area or for an individual employee, except that the overtime provision in Section 3 may be stayed by the Administrator for a longer period than three months for those operations where State laws restricting tonnage create an emergency lasting for a longer period."

A mode of procedure to insure quick results has been suggested by the national Code Authority as follows:

"To expedite the handling of such requests it is urged that the Code Authorities obtain as much information and factual data as possible from the operator before forwarding the request, with their recommendations, for approval of the Administrator.

"In addition to the name and address, it is advisable to determine the type of operation in which the operator is engaged, how long it is estimated that the emergency will last, what perishable goods or seasonal crops are to be hauled, and between what points. It will also be of assistance to know how many vehicles are to be involved as well as how many employees, together with the duties of the employees.

"Such information as is suggested above will be of material assistance when supplementing any requests for the application of the emergency provisions of the trucking Code."

# FROM THE LEGAL VIEWPOINT

By  
LEO T. PARKER

## Liability of Carrier for Damaged Goods

IT is well known that the liability of a common carrier and a private carrier, for loss or damage to shipped goods, differs greatly.

A review of leading higher Court cases discloses that a common carrier is any firm or person who holds himself out to the public as being ready and willing to accept merchandise for transportation. The legal difference between a common carrier and a private carrier is that the former hauls for any and all persons, whereas a private carrier transports goods exclusively for himself or one or two persons or firms.

Generally, the law with respect to the liability of a common carrier applies to any firm or person such as an expressman, a railroad, a motor truck transportation company, an express company, a storage or warehouse company, etc.

In order to avoid liability for lost, damaged or destroyed merchandise a private carrier is legally bound to exercise an "ordinary" degree of care to safeguard the goods.

On the other hand, it is important to know that there is no fixed standard in the law by which a Court may definitely decide in every case what conduct of a private carrier is reasonably careful and prudent. The terms "ordinary care," "reasonable prudence," and like terms, when applied to the care legally required of a private carrier, cannot be clearly defined to fit all cases.

What may be deemed ordinary care in one case may under different surroundings and circumstances be gross negligence.

However, it is well settled law that a common carrier is in one sense an insurer of the safe arrival of goods which it accepts for transportation. In fact, a common carrier is liable for all loss resulting from its own negligence, or otherwise, except such loss as may be caused by the act of God, a public enemy of the United States, the act of the shipper, or the inherent or peculiar nature of the goods. Moreover, if the loss or damage is due to one of these latter causes the common carrier is still liable if such loss or damage resulted from failure by its employees to exercise "ordinary" care to safeguard the goods or perform any act which would have prevented the loss or damage.

Various Courts have defined an act of God as an irresistible physical force not foreseen by ordinary or extraordinary human foresight or care. It has been held that an act of God is, for instance,

an extraordinary heavy downpour of rain, an unusual flood, a cyclone, an earthquake, or other similar disturbances. In one leading case (102 S. W. 11), the Court said:

"In order for the defendant [common carrier] to escape liability under the exemption afforded by the law to the entailments of an act of God, the act of God must be the sole and only cause of the injury, and this, too, unmixed with the negligence of the defendant, for, if the loss is a reasonable consequence of the negligent act, it is regarded in the law as an act of the carrier rather than as an act of God."

## Your Legal Problems

**MR. PARKER** answers legal questions on warehousing, transfer and automotive affairs.

**There is no charge for this service.**

**Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business.**

## When Common Carrier's Liability Begins

CONSIDERABLE discussion has arisen involving the question: When does the responsibility of a common carrier begin?

Therefore it is important to know that the liability of a common carrier begins, as a rule, at the time the merchandise is delivered to it for transportation, unless the time of such delivery be an unreasonable length of time before the owner intended to have the shipment start on its journey.

In other words, in order that the liability as a common carrier should exist it is not always necessary that the owner should receive receipt from the carrier or otherwise acknowledge acceptance of the goods.

This point of the law was decided by a higher Court in the recent case of *Gus Mayer Co. v. Louisville & N. R. Co.*, 153 So. 249, Birmingham, Ala.

An owner of merchandise paid a transfer company to deliver the merchandise to the warehouse of a common carrier for transportation. The goods were received

in the warehouse and damaged while therein before the owner had given the carrier notification of the intended shipment.

In holding the carrier liable, as a common carrier, for damage to the goods, the Court said:

"If a common carrier agree that property intended for transportation by him may be deposited at a particular place without express notice to him, such deposit alone is a sufficient delivery; and that such an agreement may be shown by a constant practice and usage so as to receive property without special notice."

## Carrier Limits Liability

ANOTHER important point of the law decided by the Court, in the foregoing case (153 So. 249), involves the right of a common carrier to limit its liability.

Various Courts have held that a warehouseman or common carrier may relieve himself from liability, for failure to exercise care to safeguard stored goods, if the owner of the goods agrees to limit the warehouseman's or carrier's liability in consideration of the warehouseman or carrier charging a reduced storage or transportation rate.

In other words, many decisions have held that the carrier may offer to the shipper, and the shipper may be bound by, a contract which limits recovery to a valuation declared by the shipper in consideration of the reduced rate for the carriage of the freight.

In this instance the shipper failed to pay a higher transportation rate to justify a higher valuation of the goods. The Court promptly held the shipper entitled to recover no more than the low valuation, stating the law as follows:

"In the cases in which the recovery for the lesser valuation has been affirmed, the shipper was offered an opportunity to recover a greater sum than the declared value upon paying a higher rate to the carrier. The shipper was offered alternative recoveries based upon different valuations upon the payment of different rates, and was held bound by the one chosen. Such contracts of shipment this Court has held not to be in contravention of the settled principles of the common law preventing a carrier from contracting against liability for losses resulting from its own negligence, and are lawful limitations upon the amount of recovery binding upon the shipper upon principles of estoppel."



### Valuation Not Positive

ALTHOUGH a warehouse receipt or bill of lading contains a stated valuation of goods, yet the warehouseman or carrier may require the owner of the goods to prove that the value of the merchandise actually was not less than the amount stipulated on the receipt.

For illustration, in *Rothstein v. Railway Express Agency*, 170 Atl. 406, Philadelphia, it was disclosed that when goods were delivered to a common carrier its agent delivered to the shipper properly signed bills of lading which specified: "... Subject to the Classifications and Tariffs in Effect [certain merchandise] value herein declared by shipper to be 100.00 Dollars which the company agrees to carry upon the terms and conditions printed on the back hereof, to which the shipper agrees, and as evidence thereof, accepts and signs this receipt."

The shipper filed suit against the common carrier to recover the \$100 valuation of the merchandise, which was lost while being transported from Philadelphia to points in New Jersey.

Counsel for the carrier contended that the valuation contained in the uniform express receipt, required by the Federal Transportation Act, was not sufficient evidence of the value of the merchandise and that therefore the shipper should not be entitled to a recovery of \$100.

It is interesting to observe that, although the lower Court rendered a decision in favor of the shipper, the higher Court reversed the verdict, and said:

"While a carrier such as defendant may limit its liability to an amount declared in writing by the shipper or agreed upon in writing, the plain language of the statute provides that such declared value 'shall have no other effect than to limit liability and recovery to an amount not exceeding the value so declared or released.' Such being the case, the carrier was not bound by the value declared by the shipper and to recover it was incumbent on the shipper to prove true value, the same not having been admitted by the pleadings. We further call attention to the fact that on the face of the receipt, and by the second paragraph of 'Terms and Conditions' printed on the back of the receipt and made a part thereof, the purpose of requiring a declared value is to fix the charges and limit the liability of the carrier. These terms and conditions also furnished prima facie evidence of the fact that the shipper was afforded a choice."

### Mortgagee Consents to Delivery

CONSIDERABLE discussion has arisen from time to time, among warehousemen, as to whether the holder of a mortgage relinquishes his legal rights when he consents that the mortgagor, or owner of the mortgaged goods, delivers the same to another party, such as a warehouseman, for any purpose. The latest higher Court case involving this point of the law is *Montgomery v.*

*Tucker*, 153 So. 188, Chambers County, Ala.

A man named Higgins borrowed money from a bank and gave a chattel mortgage to the bank to secure payment of the debt. Later he obtained consent of the cashier of the bank to deliver a portion of the merchandise as payment on another debt owed to a man named Tucker.

Afterward, the bank filed suit against Tucker to recover the merchandise, on the contentions that its mortgage was properly recorded and that Tucker held the goods in violation to the bank's right to sell the merchandise to recover the amount of money loaned to Higgins.

However, under the circumstances, the higher Court refused to render its decision in favor of the bank, and said:

"There was ample evidence to justify the conclusion that the mortgagee [bank], through its cashier, consented that the mortgagor [Higgins] might deliver to the defendant [Tucker] sufficient of his goods covered by the mortgage to pay his debt, and if this was true the plaintiff [bank] was not entitled to recover."

### Warehouseman Held Liable for Injury

THE majority of drivers of moving vans erroneously believe that signalling drivers in the rear of intent to make a turn, by extending an arm, relieves the warehouseman from liability for injuries to occupants of vehicles which may collide with the moving van. However, it has been held that the driver of an unusually large motor vehicle should look before making a sudden turn.

For instance, in *Williams v. Herrin Transfer & Warehouse Co.*, 153 So. 313, Louisiana, it was shown that a passenger car collided with a warehouseman's large motor truck to which was attached a trailer of the moving van type. The driver of the passenger car was seriously injured and sued the warehouseman to recover \$3,000 damages.

During the trial, testimony was introduced proving that the driver of the moving van extended his arm to indicate his intention to make a turn. However, the injured person testified that due to the large size of the truck he did not see the signal. In holding the warehouseman liable for \$500 damages, the Court said:

"In view of the length of the vehicle of the defendant [warehouseman] and the fact that the driver's arm, even if extended, could not be easily seen, and, taking into consideration the fact that the truck could turn only if at least ten feet from the neutral ground, we conclude that defendant's driver should have taken greater precaution. . . . Had he looked sooner, he would not have commenced to turn to the left as he did."

### Truck Driver Held Not Negligent

ON the other hand, the driver of a truck is not required by the law to look in any direction from which another vehicle may approach in violation of a valid State law or city ordinance.

This is true notwithstanding that under ordinary circumstances any firm or person is liable in damages for an injury which may have been prevented by the application of ordinary care.

For example, in *Ganly v. Steel Storage & Trucking Corporation*, 182 N. E. 60, New York City, it was disclosed that a truck owned by a storage and trucking company collided with a Ford automobile traveling in the wrong direction on a one-way street and accordingly violating a traffic law; the driver was seriously injured and filed suit against the storage company to recover damages.

During the trial it was argued that the driver of the truck could have avoided the injury had he exercised ordinary care and that he was negligent in not seeing the Ford automobile.

The lower Court held the storage company liable; but the higher Court reversed the verdict, and said:

"The truck driver had no reason to expect traffic from his left, or from the west, contrary to the street regulations and the directions indicated by the 'arrow.' . . . He did not expect anything from the west, and had no reason to anticipate that Svoboda's automobile would turn from the west into northerly traffic. . . . Svoboda, and not the defendant, was guilty of negligence. The accident was clearly the result of the Ford car proceeding in the wrong direction against traffic regulations, turning into Seventh Avenue at a street corner where left turns were not permitted."

### Outside Scope of Employment

THE Courts have consistently held that an employee is not entitled to recover damages where he is injured while working or performing acts outside the scope of his regular employment.

For illustration, in *Probst v. St. Louis Co.*, 52 S. W. (2d) 501, St. Louis, it was shown that an employee named Schrammel was killed when on top of a machine. His dependents sued under the State compensation laws.

During the trial, testimony was given which proved that Schrammel had been employed to load trucks with material, and that he had not been ordered by any one to quit his regular employment and climb onto the machine. Therefore the Court refused to hold the dependents entitled to recover compensation.

### Insurance on Goods in Storage

LEGAL EDITOR, *Distribution and Warehousing*: I have always read your articles on various legal aspects of the warehouse law, and I am anxious to know if you can give me any information about a warehouseman's liability on fire losses on merchandise stored with him. Also, to what extent may a warehouseman carry insurance on this hazard, and on what basis is the warehouseman relieved from all responsibility?—*Central Warehouse.*

Answer: Various Courts have held that a warehouseman may sue and re-

cover insurance on stored goods, as trustee of the owner, unless the insurance contract contains a clause to the contrary. This point of the law was decided in the leading United States Supreme Court case of *California Insurance Co. v. Union Compress Company*, 133 U. S. 387.

Here it was shown that a fire insurance company issued a policy of insurance to a warehouseman. The policy described the insured goods as being "held by them in trust or on commission."

The warehouseman sued to recover the value of the goods on a fire loss. The insurance company attempted to avoid liability on the contention that the merchandise was owned by the holders of the receipts. However, the Court held the insurance company liable on the policy.

Obviously, therefore, an insurance policy issued to a warehouseman may insure stored goods.

Also, in another United States Supreme Court case, *Home Insurance Co.*, 93 U. S. 527, the insurance company litigated a controversy involving a fire insurance policy which covered stored goods. The warehouse burned and the insurance company refused to make payment. In holding the company liable, the Court said:

"It is undoubtedly the law that wharfingers, warehousemen, and commission-merchants, having goods in their possession, may insure them in their own names, and in case of loss may recover the full amount of insurance, for the satisfaction of their own claims first, and hold the residue for the owners. . . . Such insurance is not unusual, even when not ordered by the owners of goods, and when so made it insures to their benefit. . . . The words 'merchandise held in trust' aptly describe the property of the depositors."

Therefore it is quite apparent that a policy is valid and protects the warehouseman if the policy is intended to cover stored goods or those held in trust by the warehouseman.

### After Owner of Goods Has Died

**LEGAL EDITOR, Distribution and Warehousing:** Suppose the owner of stored goods dies and later a person comes in with the warehouse receipt. What risk does the warehouseman assume where apparently there are no direct heirs? Again, suppose a brother of the deceased wishes to pay the charges and remove the furniture; are we liable?—*Clover Warehouse Co.*

Answer: If the owner of the stored goods had no heirs when he died, you would not be liable for delivering the goods to any person who has the receipt. However, if the receipt is not negotiable a warehouseman may be liable for delivering goods to the holder where it is shown that the owner did not authorize delivery of the merchandise. Obviously, if the person who presents the receipt is financially responsible you may relieve yourself from liability by having him sign an agreement to reimburse you

for any losses resulting from delivering the goods to him. You should follow this plan with respect to the brother, as other heirs may later demand delivery, and by this plan you can recover from him in the event you should sustain losses.

Of course, if the receipt is negotiable you would be liable for failure to deliver the goods to the holder of the receipt.

In cases of this kind it is advisable that you notify the Probate Court of your county so that the Court may have opportunity to authorize disposal of the merchandise through legal channels, under which circumstances you avoid all chances of liability.

### Liability for Fire

**LEGAL EDITOR, Distribution and Warehousing:** Kindly advise us if we are responsible for household goods that are damaged by fire, providing we do not issue a warehouse receipt.—*Security Storage Co.*

Answer: A warehouseman is responsible for loss by fire *only* where his negligence caused the fire or where he fails to exercise an "ordinary degree of care" in preserving the goods against loss or damage. The fact that you did not issue a warehouse receipt does not reduce your liability if you were negligent in contributing to the loss.

### "Common" vs. "Private"

**LEGAL EDITOR, Distribution and Warehousing:** Please inform me just what a "common carrier" is and if I

would be considered a legal common carrier.—*Philippe Trucking Co.*

Answer: The Courts have held on many occasions that a trucking company is a private carrier and not required to obtain a certificate from the Public Utilities Commission to carry on its business if the company hauls under an exclusive contract for one or two firms or if it occasionally does incidental hauling.

On the other hand the Courts have laid down the law that a firm which hauls for a large number of firms is legally a common carrier, and required to obtain a permit to carry on its business if the evidence indicates that it accepted business from all who desire his services and which he can do with his equipment.

In other words, if you do hauling for all who demand your services you are a common carrier and required to apply to the Commission for permission to operate your business.

In 266 U. S. 577 the Supreme Court held that a trucking company which contracts to haul exclusively for one or more firms is a private carrier and not required to obtain a certificate; but in 222 N. W. 718 the Court held that a motor truck owner who entered into contracts to transport goods for various and regular customers is a common carrier. In another recent case, a higher Court held a State law valid by which private carriers are regulated and compelled to charge for hauling the same rates which are prescribed in the same law for common carriers.

## Cultivate Inconspicuous Accounts, Says Haring

(Concluded from page 8)

calculation of the savings in dollars and cents for the volume of business going into one city during 1930. The saving was to be had right then and there, on sales already being booked, but so scattered and uneven that the manufacturer did not know of them.

Some of these new accounts were so small that they "hardly knew what it was to ship a carload." A truckload was the maximum delivery they had made to single customers. And, of course, of the 300 new accounts a fair proportion do not store as much as a carload. They warehouse a large truckload only. This, to the warehouse, is a matter of no concern.

As one would suspect, these new accounts do not consist entirely of nationally known names. Quite a few of them are inconspicuous machine makers. Eight of them are foundries. Nearly twenty are printers of such stock goods as labels, milk bottle caps, adhesive tape, calendars, tickets and coupons, and the like. Thirty-one are makers of store fixtures and store equipment, or jobbers of these materials, or second-hand dealers for these trades. Nine of them make gambling supplies; three deal in premium goods; four are Government bureaus;

several are publishers of subscription books; several others are publishers of medical books; one is a publisher of Bibles.

"Inconspicuous?" What of it?

They yield a profit to the warehouse; they are so scattered that of themselves they insure the continued prosperity of the house; they are the least costly of any new business to put on the books.

It was an hour and ten minutes of thrill to listen to that friend. His statement was: "If you despise the small account your warehouse will perish little by little." I felt like adding: "If you tie up those small accounts you will be care-free and solvent."

Worth many times the cost of that day's luncheon was his conversation! He showed me anew the wisdom of the Prophet who declared "Trifles make life" and he will come often to my mind, as we sit down to summer breakfasts before a platter of Catskill Mountain trout. For I shall remember his expression that "Little fish are sweet."

My good friend, you are solvent. More than that, you are a cheer of hope to a lot of us who have forgotten the value of little things.

# Unfinished Business

. . . I to U . . .

By KENT B. STILES

Those of merchandise warehousing's operators who are conscientiously backing NRA and their Code will welcome the news (see page 9) from Chicago that the activities of the Trade's national Code Authority has now progressed to the point where the Authority is planning to concentrate on enforcement of the pact.

"Those who are conscientiously backing" is here used advisedly because numerous warehouse executive have told me that the current weakness of the Code set-up is the continued presence of rate chisellers within the industry.

Only by "cracking down", to use a familiar Johnson expression, can the administrative council of any trade group bring the chisellers into line. If enforcement effort is not 100 per cent, these compacts with NRA are going to be valueless.

I predict that it is going to be necessary for the Merchandise Warehousing Trade Code Authority to haul a few of these recalcitrants up on the legal carpet in order to convince them that their industry's Code program is a Government and not a trade association affair. Action of that sort, unpleasant though it be, is going to be imperative and it must be done soon, if what some of the eastern operators tell me is true; and I have no reason to doubt their word. Reports indicate that in virtually every community there are a few who refuse to play the game. Unless an example is made of this few, through use of the teeth which the law gives the Code Authority, the pact is certain to be broken down and rate demoralization will result.

It is futile to temporize with the chisellers. Loyal operators are paying their good money to finance the Code machinery, and the industry's future with its promise of reasonable profits on investment will in large measure be determined by how far the Code Authority goes in prosecuting willful recalcitrants.

That NRA is prepared to back up any well-founded complaint supported by concrete evidence is illustrated by a recent case in the coffee trade. Because that instance is apt to have its analogy in warehousing when our industry's Code Authority begins its cracking down process, I am going to cite briefly some of the facts.

A company (it's name does not matter here) which produces coffee and is nationally known through its advertising was brought before the National Compliance Council of NRA on a charge of violating the coffee industry's Code provisions prohibiting selling below cost.

The Compliance Council decided that the prices referred to in the complaint were a Code violation because they resulted in sales below cost of the coffee as determined by the coffee Code cost formula which the coffee trade had submitted to NRA and which NRA had approved.

The defendant in the case gave assurance that it would not repeat Code violations and that it would cooperate fully with the Coffee Industries Committee.

Commenting editorially, *The Tea and Coffee Trade Journal* (July issue) said:

"It would have been unfortunate from the angle of the trade as a whole if the NRA authorities had not backed up the Coffee Industries Committee; otherwise there might have been a return to cut-throat competition with its attendant evils. We are not in sympathy with the control of selling prices, except in an emergency to prevent destructive price cutting, but, if the majority in any industry approve a basic cost formula, we believe it should be conformed to in the best interests of the trade and not contrary to public policy."

And the NRA Deputy Administrator who handled the case is quoted as saying:

"It is very gratifying to know that the industry is again settling its own problems. Of course, our machinery exists here [in Washington] to settle any disputes which cannot be adjusted otherwise, but when solutions such as this are worked out we feel that we have established true, industrial self-government."

Merchandise warehousing's cost formula, prepared by and for the industry after years of experience and submitted to NRA in good faith as representative of majority thought within the Trade, is on the verge of being approved at Washington. With this official yardstick our Code Authority will be able to measure every operator's sincerity on price of services rendered.

If the coffee instance is a criterion of what NRA stands ready to do to back up a trade seeking to establish industrial self-government, then the road is clear as to what step is available when a recalcitrant disregards the approved cost formula.

A show of teeth here and there may do the trick. It is worth trying.

\* \* \*

Can't get away from warehousing even at the movies! Dropped in at Radio City's theatre the other evening to see "The Cat's Paw" featuring Harold Lloyd, and part of the action is the

rounding up of all the gangsters in a mythical American city. Vehicles of all description, pressed into service to haul the racketeers, dash through traffic—and outstanding in the melee is a crook-laden white moving van identified with a six-letter word. The scenes were taken on the Pacific Coast, so you've probably guessed by now that the six letters spell "Bekins."

Is renting out trucks to the film people a new side line being developed by the Bekins organization? Or was this just one of Milo's advertising stunts?

\* \* \*

A member of the Flour Milling Trade, which has its NRA Code of Fair Competition, recently asked Carl Dietz, the Trade's Code Director, the following question:

"Is a flour warehouse owned and operated by a member of the milling industry for its own use subject to the labor provisions of our Code?"

And Mr. Dietz, after answering "Yes" to the query, added:

"If, however, the warehouse is operated for a consideration to others, it would be subject to the provisions of the Merchandise Warehousing Trade Code."

\* \* \*

Refreshing hot weather note: newspaper despatch from Coolville, Ohio, says a cold storage warehouse is being built there.

\* \* \*

Consider the bee. In California's Pasadena he toils not only for himself but for R. E. Petrie, veteran proprietor of the Mission Storage Co.—and adds several thousand dollars a year to Mr. Petrie's gross income. An interesting "side line" novelty and a profitable one.

Mr. Petrie keeps a large number of hives on the roof of his two-story warehouse. The city abounds with orange trees and the bees seem to know where to go. One hive is kept in a conspicuous window; and an office counter is well stocked with bottles of honey of different colors and kinds. A room in the building is used exclusively for bee supplies; and there is no idle labor, by either man or bee, because Mission's employees are trained to build bee equipment in their spare time.

As a community service—with many extra dollars in coming—the Mission laborers go forth into the city to remove swarms of bees from citizens' chimneys, attics and trees. As this work is professional, charge is made not for the men's time but for the "know how,"



and during certain seasons there are demands every day and often several times a day.

Mr. Petrie has set up a honey ranch out in the country and brings in the bees' product and sells it over the counter to customers.

The ramifications of this bee-and-honey department are good local advertising which is building storage contacts for Mission—and Mr. Petrie says that a customer has yet to be stung.

\* \* \*

Commenting on the problem of railroad competition with warehousing, a southern storage executive writes me this thought:

"If the railroads are finally forced into the hands of Government, as many think inevitable, it will be due to their traffic officials, who fool their executives and stockholders with a complicated system of rates which not one railroad president in the country can himself walk in and read.

"Any live industrial traffic manager can sell his tonnage to a railroad traffic official, at a loss to railroad, by rate adjustments obtained by playing one road against the other, not one of which knows the cost of a given service—or cares."

Which is respectfully referred to Coordinator Eastman.

\* \* \*

Please note that the word *chiseler* is no longer being placed within quotes in the news and editorial columns of this magazine. It has become a legitimate and expressive word, and darned good Americanese removed from slang, and will probably enter the next editions of standard dictionaries with its new meaning set down. Want to bet it won't?

\* \* \*

As part of a recent report on progress of western commercial warehousing under NRA, James F. Duffy, Denver, a regional member of the Merchandise Warehousing Trade Code Authority, gives particular praise to elimination of the flat rate system of charging. He said:

"Merchandise warehousemen are now thoroughly organized, evidence of which fact is contained in the general wail going up from certain traffic managers whose success in their particular positions has in the past been based on their ability to pit one warehouseman against the other in a never-ending process of rate reduction.

"Flat rates have provided the 'skids' used on the merchandise warehouseman in his slide to oblivion. Under the Merchandise Warehousing Code it is mandatory that a separate and distinct charge be made for each and every service. The system has developed an analytical investigation of costs with the ever-surprising discovery that there is no such item as free service; consequently, the past practice of including many little items of service at no charge is now recognized as having been the source of red ink supply.

"Comparison of rates charged prior to and under the Code in some instances discloses a most startling increase. The fact, however it may seem, is primarily

due to the discovery by cost investigation that flat rates are not practical and that their general use leads only to loss of revenue for the warehousemen."

\* \* \*

In an article "So You Hate Truck Drivers!" by Ben Hibbs in *Country Gentleman*, one of the Curtis publications, Buell G. Miller, president of the Miller North Broad Storage Company, Philadelphia, is quoted as telling the author:

"Here's a funny thing. When highway transportation first came into being, we had a tough job selling the motor truck to the public. Now that the thing has gone too far, however, we are having even greater difficulty in handling the long-distance business back to the railroads.

"People are sentimental about their belongings, and, rightly or wrongly, they distrust railway freight handlers. Moreover, they want their goods to go through as swiftly as possible. Consequently we find that lots of folks demand highway transportation and are willing to pay a premium for long hauls—a price even above the combined cost of crating and rail shipment.

"What is a warehouseman going to do in a case like that?"

When preparing the article the author interviewed numerous household goods storage executives, and he reaches this conclusion:

"Whatever the destiny of the long-haul business, it seems reasonably clear that the movement of household goods on

the shorter runs is now definitely, and probably permanently, committed to the highways. Through their intercity organizations—great clearing houses for truck haulage—the warehousemen have worked out furniture movements with rare efficiency. On trips longer than 100 miles, probably 75 per cent of the warehouse trucks get return loads."

I would appreciate receiving comment, from furniture warehousemen, on the moot subject of "Back to the Rails for Long Distance Shipments of Household Goods." Like Mr. Miller, not all storage executives are "sold" on the economic use of vans over long distances. Discussion should be helpful.

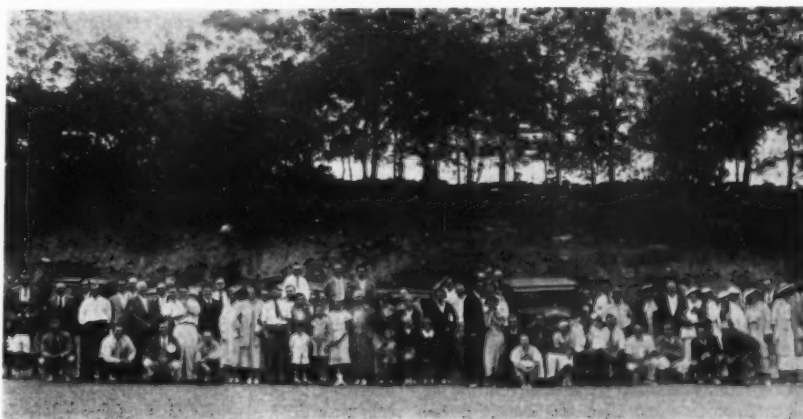
\* \* \*

A significant result of the Merchandise Warehousing Trade Code of Fair Competition being put into effect—

The Warner-Wall Transfer Co. was listed in the 1934 Warehouse Directory as a merchandise storage firm in Portsmouth, Ohio. The company's secretary, A. M. Mitchell, now writes me:

"We are withdrawing from the merchandise warehousing trade. We have been in this business only in a very small capacity and the Merchandise Warehousing Trade Code Authority is endeavoring to enforce collection of a Code fee that is far and beyond what we could derive in revenue from our business. We have no fault to find with the Code but it is out of the question for us to remain in business under the circumstances."

### "ConnWA" Holds Its Annual Outing



THE Connecticut Warehousemen's Association held an outing at Eichner's Grove, Trumbull, on Aug. 12. It was attended by about seventy-five persons, including members and their families and friends. Features included baseball, horse-shoe pitching, bridge, volley ball, golf-putting, and a sheep-roast dinner. John W. Connelly, Hartford, the organization's president, made a short address of welcome to the guests.

The highlight was the baseball "game" between the "Swamp Angels," led by

Timothy Shea of Stamford, and the "Hill Billies," captained by President Connelly. The "Hill Billies," pitchers successively during the 12-inning contest were Mr. Connelly; Edward G. Mooney, Hartford, a director of the National Furniture Warehousemen's Association; and E. C. Palmer, New Haven, the association's secretary; while Henry Kleindienst and Arthur Clark, both of Stamford, were in the box for the "Swamp Angels." The latter were defeated, 16 to 15.

# Trend Is Toward Smaller-Sized Motor Trucks in Warehousing

An Evolution in  
Transportation

Profit for Both Merchandise and Household Goods  
Accounts Lies in Quick Deliveries of Small Lots

By H. A. HARING

**T**HE future of any business concern is hopeless unless the manager is able to foresee the changes that lie ahead. A corporation which waits until every competitor has revamped his methods is headed for the ranks of down-and-out, as certain to be a mass of trembling nothing as those poor fellows who sleep in flophouses and eat by panhandling.

The saddest fact in 1934 is the large number of companies which somehow have contrived to remain afloat these five years and now, when others are beginning to do better, are unable to keep pace. They are failing now for only one reason—namely, they try to do business as they did in 1928. Their managements lack imagination; they are blind to deep changes around them; they are not quick enough “on their feet”, as a boxer would state it, to maintain themselves.

About twelve years ago the manufacturer was terrified by the growth of small-lot buying in the retail outlets. The jobber was obliged to alter his methods. The merchandise warehouseman learned to handle tiny deliveries of single cases, rather than truck-load lots; and even the railroads were compelled to speed up their less-than-carload traffic or lose it—and they did lose most of it, at that.

Today all business appears to face a new wave of small-

sized deliveries, altered somewhat in nature but even more insistent than what we had in the early 'twenties. Foresighted distributors and jobbers have already shifted their methods to fit the new trend. The warehousemen are glimpsing a change for merchandise distribution; and, odd to say, the furniture warehouse is not to escape. They also see an end to long distance trucking—to be replaced by a wealth of available revenue from small-truck hauling under the shadow of the warehouse.

The whole development may be blamed—or credited, according to your point of view—to the motor truck. More particularly, the 1½ ton truck at a low price is threatening to drive many huge motor trucks from the road in about the manner that the “popular priced” passenger automobile is affecting Packard and Cadillac and Pierce-Arrow. Millions of our people are learning that for seven or eight hundred dollars they can buy about all they want from an automobile; they see less and less reason for investing from two to four times that sum. Or, if one does buy a magnificent car with long wheelbase, he curses himself every time he attempts to park it downtown, because all the vacant spaces along the curb are too short. His handsome car looks wonderful, and the family glows with pride, but for convenience of use “give me the old Ford” (or else).

**T**HE motor car has been continually upsetting American business ever since its invention. It has changed our social living, as well we know. It has damaged the railroads; it almost eliminated the wholesaler; it completely upset mail-order selling. Today it threatens all distribution of goods by a shift from large loads and long hauls to small loads and short distances. It foredooms our warehouses, both merchandise and household goods, either to give fresh thinking over their problems or to permit some other agency to displace them.

No reader of these pages requires proof that the motor truck has hurt the railroads. For passengers and for freight alike, the self-propelled vehicle has deprived them of what they looked upon as their “rightful traffic” but which was theirs only so long as they could serve the shipping public better than any other carrier. Just as soon as the automobile furnished this superior service (for portions of their traffic) the public flocked to the new mode of carriage.

Or, think of the wholesaler.

For twenty-odd centuries wholesalers, as a class, constituted possibly the most powerful single factor in business, not only of America but of all the world. Jobbers knew the needs of their trade; they bargained with manufacturers for their goods; and they financed the manufacturers. Jobbers told their trade what they ought to stock; sold the major staples under their own private labels; financed their retail customers; sent their salesmen over wide-flung territories; and in manifold directions wielded a tremendous influence in our marketing.

But with the dawn of the Twentieth Century two comparatively new forces almost simultaneously threw unfavorable power over the strangle hold of wholesalers. These two forces were: the automobile, and national advertising.

The first of these powers, the automobile, eliminated our total dependence upon railroads for transportation of persons and of goods. The appeal of swift, self-controlled and self-propelled locomotion gained immediate popularity for the motor car.

Then came the era of paved roads for these cars to run on.

Individual consumers, as well as retail storekeepers, at once found it possible and quite profitable to explore nearby towns and to visit more distant cities. Such excursions developed a tornado of new tastes, new desires, greater knowledge of what others were doing. Always the new thing, especially if far from home, looked more attractive. The customer was now less willing to be satisfied with what the local store offered. The moment he had an unexpected sum to spend he itched to go elsewhere to buy. The retailer, in turn, was now less willing to submit to the dictation of the wholesaler as to quality, brand and style of the goods to be carried. He, too, was tempted to try new things.

This independence, brought about by the automobile, found a ready ally in the rising tide of national advertising—which is the second of the two powers that revolutionized wholesaling.

Wholesalers now found it doubly impossible to hold their retailers and

through them the consumers within the narrow limits of their own lines. Instead, with growing frequency, the jobber found himself confronted with a demand for some specific brand of goods—often with named price and color and size. Unknown villages and unmapped country districts insisted on the same styles as Hollywood or New York and refused to accept anything else.

Advertising has changed and shaped anew the demand of American consumers.

Due to these two forces, the automobile and national advertising, wholesalers lost control of their market. The majority of them looked with contempt of what was going on around them and continued to fight for business in the old manner. As a result of this lethargy and indifference many of them were forced out of business. This elimination was speeded by other factors, of course, such as chain stores. All told, the "mortality list" was terrible. Hundreds of honorable names of jobbing houses have disappeared from the telephone directories because they could not, or would not, change their methods to meet the new conditions.

The mail-order houses felt the same adverse influences as the jobbers; but, with them, good fortune deferred for nearly twenty years the big catastrophe. For, about the time the automobile was appearing, our Government instituted rural free delivery and quickly followed that service with the parcels post experiment. These two added services boomed selling by mail; and, if the automobile had not been invented to upset these advantages, mail-order business would undoubtedly have grown bigger even than it did. Actually, however, the mail-order houses reached their peak during the World War and the first three years of the post-war period, while the rural population was enjoying high prices for farm products.

The decline of mail-order volume dates from the advent of the low-priced automobile—which means Mr. Henry Ford's famous car—and that decline has gone faster and faster as the number of automobiles has increased and the mileage of paved roads gone up. Twenty million country women—and of course about as many men—could now ride in comfort over improved roads to some shopping city where they had the thrill of actually seeing a wide variety of goods. They could touch and try on the things they wanted to buy and see the sights of the town in the bargain.

The mail-order houses were doomed from that day, so long as they remained "small order." They did not, as we know—but achieved a wonderful right-about-face movement by opening up chains of retail stores to capitalize their good reputation. Those mail-order houses which did not do what the two leaders did have disappeared from our business horizon. Like many wholesalers, they were "eliminated." They failed to revamp methods to changing conditions and as a punishment were borne off with the tide into oblivion.

It is an old story: unless a management anticipates the new demand his

business dies. And this same power, the modern automobile, today is holding over distribution a new weapon in the form of light-delivery trucks.

Now—before the threat becomes a reality—is the day to plan to beat the change by preparing for new conditions.

#### *The Craze for Big Trucks*

**I**N household goods, as one phase of our warehousing industry, the truck has displaced much shipment by rail. To the warehouseman this change has meant two things. First, he lost the crating and packing which formerly were his share of railroad transportation. Second, he has himself taken on the carrying from city to city.

His old short haul either from house to house within the city or between house and freight station has now given way to stowing away the goods in his own padded truck, hauling to destination one mile or 500, and unloading the goods. What he lost in revenue when the packing was wiped out he has recouped by himself doing the hauling. Due to these influences the furniture warehouse buys bigger and bigger trucks, equipped with sleeping bunks and spare equipment for road trips of two weeks at a stretch.

If volume were available to keep such trucks always on the road, the problem would be simple. The warehouseman would then be coining money all the time. It is not possible, however, much it may be desired. Nor, for such trips as are contracted, is the return load always to be had. Despite associations of warehousemen and well-intentioned schemes for return loadings, the industry does not profit what it should from long-distance moving of household effects. Short hauls seem to be profitable. "Within-the-city" moving always has been good business, because the empty mileage is negligible and the truckmen live at home rather than being away on "company expense."

Within the industry an unfortunate custom has become the vogue, which has seriously cut into earnings. We refer to the habit—and it seems to be necessary—of "estimating" for a moving job a sum slightly less than what it would have cost the owner to have his goods crated, shipped by rail, and unpacked. Under all ordinary circumstances this is a proper way to figure the job, because it meets competitive prices and yet saves money for the owner and makes something for the warehouseman. If a return load were found, it would be wholly economical. It fails, however, because that load is not always to be had and after the whole account has been closed on the books only too regularly the warehouse has an actual loss. The empty mileage and the men's unproductive time and their expenses eat up the anticipated margin of profit.

To overcome these losses, warehouses have acquired huge trucks. When filled to capacity and when carrying a pay load, the big truck of high power is most economical. It earns most. But, it flares back. For, when running empty with two and sometimes three men on the seat, such a truck is also the most wasteful.

The longer the run, when empty, and the bigger the truck, the more the loss on the job.

Warehousemen are alive to these losses. It is quite a common thing for one of them to tell me how he quoted on a long distance job, in the hope of finding a return load, but after his men had waited two or three days at the destination it became necessary to telephone them to "hop for home" light. During the single month of June of this summer three told me such incidents, almost identical except for their destinations. Of the three men, two declared they were through with this sort of thing. One said:

"Either we get a rate to cover the empty return or we see a definite load, for which I know the revenue, or we'll pass up the job. I'm done with this thing of having our trucks all over New England burning gas and nothing left at home for a sudden call."

The other gives me this slant:

"I watch these big milk trucks go through town and every time I wonder how they make out. They carry full loads 200 miles from the milkshed into New York but I know they have nothing to earn a cent for the 200 miles back."

"The only way I can figure a profit for them is that they follow regular schedules. They know exactly the revenue for a round trip. Even then, they would require mighty good luck to amortize the initial cost before the truck wears out. . . . But with household goods, no two trips go the same place. There's always a delay, caused by someone's mistake. That adds about one day to our estimated time. Then there's the deadly return empty—always with a large factor of uncertainty."

"So I guess it's the irregularity of our inter-city hauling that plays havoc. We bill large invoices and it looks pretty when the checks come in, but we're out of pocket in the end. So I'm set firm for a limit of about 100 miles from the warehouse. If a moving is to go beyond that, I'm willing for the other fellow to bid it in. I've taken dozens of them for 1000 miles and never made a nickel; we've had hundreds of them that went out 300 or 400 or 500 miles, and they've been as much grief as profit. But I notice that within about 100 miles our showing's the other way."

"At 100 miles the men usually get home the same evening. Even if they run into the night, they sleep at home again. Trouble begins when the truck's on the road overnight—that is, for trucking that's as irregular as household goods is with us."

The big truck is much like a huge anything: if you have use for it, the bigger the better; if you have not, the bigness means a loss.

Handlers of goods have done in trucking what corporations were doing to themselves before 1929. They have worshipped mere size. They have forgotten that idle capacity gnaws ruthlessly into the balance sheet. The needless investment adds to overhead costs; and, when in operation, the over-sized unit has a



direct cost greater than the direct income.

The makers of trucks, for fleet owners, employ engineering-salesmen who lay out a schedule of capacities for maximum efficiency in delivery. If ever you have seen one of their reports you will remember that they try to work out charts of mileages over which full loads will be required; other mileages where half-loads are likely; and then a supplemental schedule of "small" loads and irregular deliveries. Then they recommend purchase of big trucks for only the heavy haulages. Even with their own profits in mind they do not risk urging a truck too large for profitable operation. For the lesser tonnages they recommend smaller units.

From one such schedule, prepared in 1934 by a leading truck manufacturer for a fleet owner, I quote these paragraphs:

"In making this recommendation to you, we are deliberately suggesting 8 one-ton trucks. In doing so we would call your attention to the fact that 2 three-ton trucks or 3 two-ton trucks would undoubtedly do your hauling. These larger units lack flexibility, and we are recommending a greater number of smaller trucks because our study of your last six months' deliveries demonstrates that often a one-ton truck would do the day's work.

"Out of 157 days in the 6 months when your trucks operated there were 61 days (shown in detail in the accompanying schedule of your hauling problem) when 5 one-ton trucks, less than 5 on 14 days, would do all your hauling. On 83 days, 6 one-ton trucks would have been sufficient. Only on 13 days of the 157 would the 8 have been on the road.

"Although your total tonnage is large, the use of three-ton trucks would not be advisable. We believe two-ton capacities also are not justified. This conclusion is for the reason that our analysis shows that you made deliveries of 3 tons only 16 times in six months to a single customer or a single group of customers and 2 tons only 44 times.

"By buying two-ton and three-ton trucks, for your business as it now seems to exist, it would be possible each morning to load the trucks to capacity. Of this we have not a doubt. But, in delivering the day's volume, seldom would the truck run as much as four hours under full load or even half-load, because deliveries along the route would reduce the tonnage.

"Your deliveries, as shown on a map we attach, are widely scattered over the . . . area. By using a large truck much mileage under a quarter-load or less is unavoidable. This is uneconomical.

"By using one-ton trucks, as we recommend, we calculate that 38 per cent of total mileage will be under full load; 24 per cent with half a load; and 10 per cent with less than half; the balance would be empty or nearly so, on the final lap of the day's operation. Your total truck mileage, for your total deliveries the last six months, would have been 15-18 per cent less with one-ton trucks than with two-tons; 30-35 per

cent less with one-ton than with three-ton. This is explained by the fact that the light truck, being more quickly able to distribute its load, would return to the factory earlier (and with less mileage) whereas the large truck must continue to the end of the farthest delivery, dragging empty capacity all the time.

"Of course if two-ton or three-ton loads were a certainty every day, the larger units would be best. But, with your irregular deliveries, they would be far more costly. On days of heavy deliveries, two trips of a one-ton truck, or two trucks going together, would cost you less than to operate larger trucks continuously all the week.

"The 8 small trucks will cost you, to purchase, more by \$. . . . than to buy larger units (shown in detail on following pages). With 8 trucks you will under reasonable operation always have one or two in reserve (all but 13 days in six months). This will mean tremendous savings in overtime repairs. Your operating cost per mile, with small units, will be 1.2c. less than for two-ton trucks; 1.8c. less than for three-ton units. Inasmuch as total mileage also will be less, either by 15-18 per cent or 30-35 per cent, your total cost for delivering your goods will be much less."

Here is an example of the sales department of a manufacturer recommending not his biggest units but his smallest. The reasons must have been powerful indeed to bring out such a result, for it is a rule of selling to "sell the customer up" to the higher brackets. Profits, for the seller, are then the largest. Therefore the recommendation of small units, in this instance, is doubly impressive.

#### The Need for Small Units

CRITICS of the railroads have called attention to their huge mileage of "empties." The light loading of cars is another weakness, especially when loaded by the carriers themselves in merchandise freight. A shipper who asks for a car is required to provide the tariff minimum weight of freight, or be penalized; but the railroad itself, in the established merchandise car routes, is unable to do the same thing. However small the day's offerings of goods to be moved, the car must go. Hence it is easy for a critic to catch a 50-ton box car, moving from New York City to Rochester some night, with no freight other than one bale of brooms.

Possibly the railroads cannot help themselves.

But the operator of a motor truck can. For, with him, if a small load only is available he need not send out a large truck. A small unit will serve. Its use, moreover, will cut down all the costs for the trip and thus hold expenses more in line with revenue.

Nothing is more noticeable among fleet owners than this change. The large unit is held for a large load. A smaller unit is used from day to day for the small lot of goods.

In downtown Chicago the Freight Tunnel System has relieved the streets of heavy trucking, because a tunnel car fifty feet beneath the streets does the

work. The usual estimate is that this System keeps 5000 to 6000 trucks off the downtown streets. Freight can be delivered a mile outside the congested district in ten or fifteen minutes, whereas a truck would cost far more to operate and would require a longer time. Indeed many a Chicago downtown building has been constructed without a street loading platform, it being the intention that all deliveries (coal, refuse and goods) shall travel through the Tunnel.

It is observable, however, that the new demand for small deliveries is breaking down this method.

Wholesalers in Chicago report they are obliged to maintain quick delivery, within the Tunnel areas, for odds and ends. Retailers must lay their hands on goods which cannot stand the delay of Tunnel handling, which, much like that of a railroad freight depot, go through a regular routine of switching and distribution by the electric locomotive.

The retail stores formerly used the Tunnel to transport their goods to substations distant from the downtown location. From that point their own trucks carried on the movement. The trucks were saved the slow and costly trip through the Loop district. Today, however, even these stores have supplemented this service by the use of light delivery trucks which pay no heed to the Tunnel. They radiate from the store itself, as in other cities, because within the inside region there is a daily need for small deliveries which cannot wait for the older method. Any eye will see loading platforms, recently added to downtown buildings, to accommodate this small-lot delivery service.

A wholesale house in Philadelphia has recently made an intensive study into its own deliveries. It was felt that they were costing too much.

The owners have learned that average bulk of deliveries, within the Philadelphia trade area as served by their house, has fallen rapidly. In 1928 the average weight per delivery was 340 pounds; in 1930, it was 216; in 1933, 48. When the figures showed 340 pounds per delivery in 1928, the management was surprised. They could not believe it was so large. In six years they had forgotten this detail of their own affairs.

Further study of their records revealed that, in those years, a customer who ordered a small lot was in a hurry for the goods. He usually sent for them himself, accepting them over the sill. Today all that is changed. No matter how tiny the lot of goods, the wholesaler is now expected to deliver.

In 1928, only 4 per cent of their deliveries (as made by their own trucks) weighed less than 100 pounds; but in 1930 depression conditions had swelled this percentage to about 20. In 1933, it had grown to 61 per cent. In other words, this wholesaler during 1933 made fifteen times as many deliveries of 100 pounds and less as he was expected to make in 1928. The end is not yet, for the number is increasing this present year.

The answer to their problem now be-

came clear. When average delivery has dropped from 340 pounds to 48, and when lots of 100 pounds and less constitute 61 per cent of all deliveries as compared with 4 per cent five years earlier, the need is for delivery vehicles of smaller tonnage. To send a large truck through the streets and suburbs, carrying two and three men, to deliver a lot of goods which a boy could carry from curb into the receiving room of a customer—such a procedure became absurd. Any schoolboy can see the costliness and the wastefulness of continuing such a method.

This wholesale house has studied its own history. It has discovered a way to cut costs, without impairing service. Probably its service will be improved over the old, merely because the small delivery truck is so much more flexible than the large unit.

What this firm has learned may be a hint to others, distributors and warehousemen alike.

Many have had the craze for large motor trucks, overlooking the steady decrease in weight of deliveries. They are using a 50-ton box car to transport a single bale of brooms! The big truck is cheapest to operate under its proper conditions—these being a full load, a long route or a regular route, and if at all possible something for a return lading. When these conditions do not exist, the small unit should be carefully considered. It may be the more profitable.

Makers of trucks report a growing trend for these small units. Their explanation is the one we have made—namely, small-weight trucks are the logical supplement to a fleet of large trucks. Over-equipping the delivery department is too costly to continue, and there has been as much of this as of over-building and of over-capacities in manufacturing. We have gone through a period of "too much" of everything, motor trucks included. The reasonable escape is to turn to smaller units, where profit lies.

The small truck offers obvious advantages, such as lower first cost; less expense for upkeep and operation; greater ease in parking (which means a saving of time on the road); higher speed possible on the road. Often the law requires more than one man for a large truck but nowhere are two "riders" necessary for the small vehicle. It is found, too, that the small truck is permitted to operate on many "restricted" avenues and boulevards, where "trucks" are banned. In this manner it is easier to make deliveries in residential districts and to park within fifty feet of a delivery, rather than five hundred.

#### More Speed in Delivery

**B**EFORE the advent of motor trucking our railroads were proud of "second morning" deliveries in a distant city. Their "deliveries" were, however, largely "constructive" in the sense that the goods were available at the railroad freight house that morning as soon as unloaded from the merchandise freight car. The consignee still was obliged to move his shipment from railroad to his own place

of business. The motor truck has now been coordinated with the freight service, or long distance trucking has carried the goods during the night from one city to the other, so that "morning" delivery is now an actuality. A thousand towns in such a State as Indiana, for example, now enjoy fourth morning store-door deliveries out of New York City.

We are about to see improvement even in such speed. The large truck will no more stop for the tiny delivery than the Twentieth Century Limited will stop at a small town. It cannot. To do so defeats the purpose of its huge equipment; it would stretch out running time; it would double the cost of operation.

The automobile has so spread out our cities that nothing but a small unit can cover the area at a profit. You see it in your own city, no matter which city it may be. Since the War your circle of residential districts has gone further and further from the downtown center. The automobile has made possible a separation of eight or ten miles from home to business. Twenty miles is common. Yet men go to business, and their families go for school or shopping or pleasure a distance that was impossible fifteen years ago. Then, a few people owned automobiles; today everyone does. Our living just takes for granted that a motor car will be used.

If all this wide dispersion of living had been developed along a single avenue, or if it all lay in one direction from the center, the heavy truck could do the delivering. Such is not the case. The avenues radiate from downtown as a center. Every mile they go out, the population is one-eighth as dense. Retailers are one-sixty-fourth as many. Deliveries, therefore, become more "thin" and the truck must drive more mileage between stops as it progresses outward toward the rim of the city.

The city may contain the same population as it did fifteen years ago. It probably eats about the same number of packages of a cereal now as then. But a great change has come in getting that breakfast food from a downtown warehouse into the houses of today. Fifteen years ago, people rode the street cars, because only the rich could do otherwise. Four miles was a long distance from home to business. Today, however, the four miles is ten or twelve, which means that the distributor of a cereal must cover nine or ten times as many square miles with his deliveries as he did—and all to sell the same number of packages. There is no alternative. The deliveries must be smaller, and quicker. The motor truck will be smaller, because it has more miles to cover.

#### A Quota of Small Units

**W**HEN a motorist is halted on the road by a man with a red flag who signals: "Stop! Single traffic ahead" it is possible by using his eyes to learn a valuable lesson. It is spread out before him as he waits for traffic to start.

For road construction the contractor begins with large rock. For the foundation, which must bear the shock of load and frost, he puts in his biggest pieces.

After these have been steam-rolled down into the underpan and made as compact as machinery can accomplish, a layer of smaller size is put on. This is followed often by a third gradation of size, and finally along with the tar the contractor spreads a coat of dustlike rock. Each size of material has its purpose. All of them, taken together and properly proportioned, made a "solid concrete" job.

A business man may draw many conclusions. He may reflect that his company requires some big men at high salary, a lot of middle-ability men, and, at the bottom, a sprinkling of "light weights," and that the combined payroll may yield greater profits than to have all employees of one caliber. He may be reminded that it is not practicable to build a business only with big orders but that little ones fill in the gaps and help earnings. He may understand better than before that big trucks alone will not haul his goods economically but that a proper ratio of small units also is needed for best results.

So far as delivery of goods is concerned the swing is from large units to small, except under special circumstances such as we have described. For, after all is said, the small lot is here to stay; the quick delivery is absolutely essential.

Have you observed that both the telegraph companies are doing away with the messenger boy on a bicycle? For the close-in district, boys continue to ride their two-wheelers. But, even without leaving downtown sections, the "boys" are now "men over twenty-one" and they no longer pedal their way through traffic. They come in low-priced automobiles.

These companies found that as our cities spread out, as four miles to the outskirts are now ten or twelve, the messenger boys simply could not make deliveries. The companies then did the logical thing. They bought automobiles; and, in order to comply with the law, substituted grown men for lads. And, as they experimented with motor cars, they learned that the limits of the bicycle are, after all, pretty restricted and that the automobile is cheapest and quickest except for a very congested region close to their offices.

The Post Office Department does similarly with special delivery letters. Your "boy" now drives to the door in a motor car, not on his bicycle. The reasoning is the same as for telegrams.

These two examples are opposite to big trucks. Here the change has been from bicycle to small automobile. Yet the facts are illuminating. They indicate that both extremes, very big and very little, find their limits of profit quickly, whereas the in-between unit—the small delivery truck—supplements both and makes them more effective. Every indication points to this fact: the cheapest delivery system is that one which has a proper proportion of small units.

\* \* \*

P. S. Since the foregoing was written, the National Automobile Chamber of Commerce has issued its figures for the first four months of 1934, January-April.

(Concluded on page 47)

# Redman in Salt Lake City Achieves 90% Occupancy

1934 Is Best Year  
in Firm's History

By DAVID RIVERS



Left—attractive cleanliness is made a business-building asset in the private office of the Redman Van & Storage Co. at 136 South 4th West Street, Salt Lake City. Right—The Redman fleet of International trucks in front of the warehouse.

THE Redman Van & Storage Company, Salt Lake City, reports that 1934 has developed into the best and most profitable business year in its history, which dates back to 1900. Of 100,000 cubic feet being operated, 90 per cent is occupied today. This favorable situation is attributed—to quote one of the firm's executives—to this:

"Nothing in our business is of so little importance to us that it does not deserve the best of care. Every job, however small, is finished to a degree of perfection that is certain to please the most discriminating customer. All details are given meticulous consideration."

Let us see how.

In the trucking end, detailed records are kept of truck expenses and mileage in order to ascertain the most economical truck, size of truck, and manner of hauling. Redman's now uses only one make of truck, having found it a great saving to do so. In this way the necessity of several sets of records, one for each make of truck, is eliminated. One expert repair man is able to keep a particular make of truck in perfect order; whereas trucks of several kinds, because of their differences, demand more time and subsequently greater expense. They have at Redman's, by keeping a record of services rendered for money

invested, found the make of truck which serves best for all purposes.

Small light vehicles are used for the lighter and closer deliveries, and larger trucks for the big loads and longer distance hauls. Considering the amount and type of driving which the company knows their trucks have to stand, Redman's makes it a point to buy *quality* in trucks, and not *price*; and to buy often enough so as not to be confronted by big repair bills from old trucks.

Just as one of the accompanying illustrations shows part of the office to be an example in good business by being a modern and clean and pleasant working place, so is the rest of the storage plant. Special care is taken to see that every thing about the building is in good condition and *in order*; the underlying idea is to impress customer and prospect with the orderliness and security of the place. Being the caretakers of other people's property, the company likes to assure, other than by words, that all articles left with Redman are well taken care of and are safe.

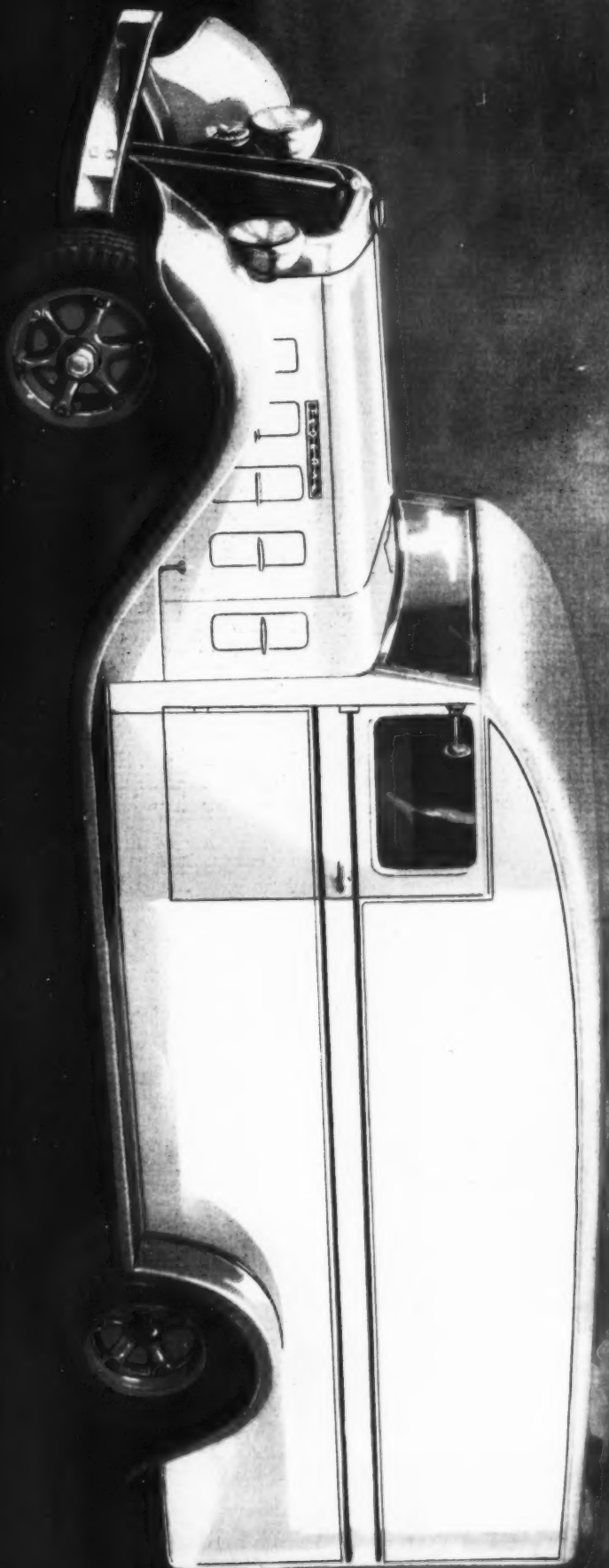
Redman's guarantees that every article put in storage will be returned in as good as, or better condition than, when received, and the firm goes to considerable detail to see that this promise to patrons is fulfilled.

The first two floors are divided into long storage rooms for the larger pieces of home furnishings. Upon receiving an article of furniture to go into one of these rooms the piece is first *thoroughly cleaned*, then moth treated, wrapped securely and placed in an individual compartment or rack where it is numbered according to time coming in, the particular kind and number of set it belongs to, and the date it is expected to be removed. Here in this room, dark and clean, the furniture is thoroughly protected against moths and other insects by being treated against these destructive things once a month.

Likewise the rugs received are cleaned and thoroughly treated. Then they are *rolled* (another example of the minute detail with which the Redman company looks out for the best interests of patrons by caring for their furniture as though it were their own) so that they are amply protected from the creases which occur in folding rugs and which often result in worn strips in the rug along the places where it has been folded, ruining beauty and wearing qualities. As well as rolling the rugs for the best results in storage, Redman's also wraps them and puts them in a *separate room for rugs only*. This rug room is divided

(Concluded on page 35)





2 Ton, Model 20, Equipped with Federal-Built Special Panel Body

**FEDERAL...** *a Truck you'll be Proud to Own!*

# FEDERAL

*Offers a Balanced Unit to  
meet Every Trucking Need*

You'll be proud of your Federal—not only because of its outward good looks, but because the purchase of a Federal Truck indicates good sound business judgment. Federal Trucks undoubtedly represent the greatest dollar value on the market. The extra measure of stamina, power, efficiency, and long-life built into Federal Trucks far outweighs the few dollars difference in their first cost. Actually Federal quality costs you no more because Federal's price includes such necessary features as *full floating axle, hydraulic brakes, 6 cylinder, 7 bearing truck engine—and genuine heavy duty truck construction from stem to stern!*

In the complete Federal line—4 and 6 wheelers, from 1½ to 7½ tons, and Federal-built cabs and bodies—you will find a complete, balanced unit to meet your specific requirements.

Compare Federal point-for-point with any other truck on the market—and you'll see why "business is good with Federal."

STANDARD CHASSIS WITH  
FULL FLOATING AXLE AND  
HYDRAULIC BRAKES

**\$645**

AND UP • F. O. B. DETROIT

**FEDERAL MOTOR TRUCK CO.**

DETROIT

CANADIAN FACTORY: FEDERAL TRUCK CO. OF CANADA, LTD., WINDSOR, ONTARIO



Model 15 1½ Ton  
10,000 Lbs. Maximum Gross



Model 25 3½ Ton  
14,000 Lbs. Maximum Gross



Model 40 3½ Ton  
19,000 Lbs. Maximum Gross



Model 27 3 Ton 6 Wheeler  
15,000 Lbs. Maximum Gross

(Concluded from page 32)

off into pigeon-hole sections each large enough for just one rug, making a separate compartment for each. By doing this there is no need for anything else to be disturbed when a customer wants his rugs first so that they may be cleaned and aired before using. This method of keeping the rugs segregated from the rest of the furniture simplifies the handling of them and is easier than if they were stored away with the sets

of furniture, requiring furniture first to be moved to get at the rugs.

Smaller articles of furniture needing no particular care are carefully wrapped and stacked in individual groups marked off by numbers on the wrapping of each article and sectioned by a number on the ceiling.

The upper two floors of the warehouse are divided off into 350 individual rooms where an individual's entire set of household furnishings may be placed all together. These have as special advan-

tages a greater degree of accessibility and safety. These rooms also are treated regularly, giving to the renter of the space the ultimate in storage accommodations.

Doing a good business, and one that demands care, Redman's pays high wages so that it may attract experts in this line. Consequently the majority of Redman truckers and storage men are experienced men who have been with the company for years and thoroughly know their business.

## Reductions in Fire Insurance Rates Applying to "Controlled" Storage Are Obtained in Chicago

By ROBERT M. FERGUSON

of Robert M. Ferguson & Son, Inc., New York,  
specialists in warehousing insurance

**A**NNOUNCEMENT was made by the Chicago Board of Underwriters on July 26 that substantial reductions had been made in the fire insurance rates applying to fireproof controlled storage warehouses in Cook County, Illinois.

These rate reductions were brought about through the activity of the Illinois Furniture Warehousemen's Association, which had employed Edwin H. Seaman, consulting insurance engineer of New York City, to make a complete study of the subject, inspect all warehouses, and negotiate in their behalf with the local Board of Underwriters.

Reports submitted indicate that these rate reductions were fully warranted by the experience over the past thirty years, and in view of the fact that these warehouses generally were of high grade construction, well maintained, and protected.

It is of interest to note that such fires as have occurred even in open storage were not severe; this undoubtedly being due to the neat and orderly manner in which the warehousemen maintain their property and due further to the use of liberal aisles, compact storage, and the fact that the air in these storage sections is not active, all of which have precluded heavy losses even on open storage floors.

These rate reductions will be the means of reestablishing good will with the customers and will not only mean more business for the industry but should enable the insurance companies to have the customers properly and fully insure their personal effects while in "controlled" storage. In other words, the results will go jointly to the benefit of the insurance companies as well as the individual warehousemen.

A further important step has been taken to release only average contents rates—one with co-insurance, and one without which satisfies the demands of the industry and removes any opportunity for dissension between the customer, the warehousemen, and the insurance companies in case of loss. The past prac-

tice of publishing both an open rate and a room rate, each with or without co-insurance application, is abrogated and this one step alone is very much to the advantage of the industry.

The industry feels that the insurance companies appreciate the importance of maintaining good will between all parties interested and the results secured further show the good work that can be done through collective action. Coordinated activity of this kind is a healthy step in the right direction, as it encourages the development of "controlled" facilities for the storage of personal effects and is truly representative of "let storage help you."

It was realized fully in Cook County that it would be good business to have the rates applying in fireproof "controlled" storage furniture warehouses on a parity with rates applying to the contents in apartment houses and dwellings, and the

rates which have been secured should encourage the public to patronize warehouses of the "controlled" storage class.

The subject of rates applying to warehouses of the "controlled" class received considerable attention at the recent Chicago convention of the National Furniture Warehousemen's Association; the activity instituted by the Illinois association has practically been completed but unfortunately it was not possible to make an announcement at that convention. The result secured, however, establishes the fact that where conditions warrant, the insurance companies are willing to cooperate with the industry in bringing about a rating which is to the best interests of all parties concerned.

The Illinois association is to be congratulated on taking this matter seriously and in securing the services of a competent engineer to work out all details.

### Colorado Warehouse and Transport Groups Back Candidacy of J. F. Rowan for Seat in State Legislature

**T**HE Colorado warehousing industry will have direct representation in the State Legislature this fall if the candidacy of J. F. Rowan, Denver, executive secretary of the Colorado Transfer and Warehousemen's Association, the Movers and Warehousemen's Association of Denver, and other motor transportation groups, for State Senator is successful. His name will appear on the Democratic primary ballot.

Mr. Rowan agreed to run on the suggestion of a number of leaders of the industry who felt that their interests could best be represented only with direct representation in the Legislature. He has the solid backing of the Colorado Highway Users Conference, the Motor Truck Common Carriers' Association and the Motor Traffic Protective Association, as well as that of the two warehouse groups. As stated in a published letter by the various backers:

"Legislative contact has convinced us that more good can be accomplished from within the legislative body, and with absolute freedom from political thought we ask your serious consideration and support of the candidacy of the man we have selected to represent us in the coming legislature."

Mr. Rowan was selected because of his unquestioned position as one of the State's recognized authorities on all branches of the motor transportation industry. As executive secretary of the various associations he has made an enviable record in defending their interests in many a pitched legislative battle.

The importance of proper legislative representation may be judged by the effect of forming the Colorado Highway Users Conference; until this was formed, commercial highway users had practically no protection from rash revenue, measures and freakish regulations.



# Slight Upturn Reported in Average Occupancy

Some Percentages Better  
Than in 1929 Peak Year

THE August "Public Merchandise Warehousing" release of the Bureau of the Census indicates that the average occupancy of space, for entire United States, was provisionally 66 per cent on the final day of this past May.

This represents a gain of one-tenth of 1 per cent over the final figure, 65.9, for the last day of the previous month.

May 31st's provisional 66.0 per cent marks the first up-turn since February. The January level, 67.6, had been the highest in approximately two years. Through February and March and April a slight recession was in progress—to 65.9 per cent at the close of April. Now the Government's August release suggests a halt in that spring decline.

The 66.0 provisional mark for the end of May represents a gain of 5.5 per cent over the figure at the close of the same month in 1933. The May 31st figures across seven years are as follows:

1928 1929 1930 1931 1932 1933 1934  
End of May..... 68.6 71.0 70.3 65.8 63.5 60.5 66.0

The tonnage figures in the accompanying April-May table indicate that during May a larger percentage (by five-tenths of 1 per cent) of goods arriving at the reporting warehouses entered storage (out of total volume received) than in the earlier month.

In May, 418,428 tons (this figure being provisional) arrived at the reporting warehouses; of this, 339,863 tons, or 81.2 per cent, entered storage, the balance being delivered on arrival.

In April the total (final) arriving volume was 391,085 tons, of which 80.7 per cent, or 315,610 tons, entered storage, the balance being delivered on arrival.

The provisional 81.2 per cent for May compares as follows with the May percentages of the six preceding years:

1928 1929 1930 1931 1932 1933 1934  
May ..... 76.7 77.6 80.3 78.2 79.5 79.0 81.2

## Occupancy

THE advance of 5.5 per cent in average occupancy, for the entire country, this past May 31, as compared with the mark recorded for the final day of May of 1933, was reflected everywhere except a small part of the New York metropolitan district, New York and New Jersey States outside that district, Indiana, Wisconsin, Iowa, Missouri outside of St. Louis, District of Columbia, West Virginia, Louisiana, Texas, Idaho-Wyoming, Montana, Arizona and New Mexico, Utah, Colorado, and Washington State. The greatest advance was 22.7 per cent in Kentucky-Tennessee; and the sharpest recession was 27.7 per cent in Montana.

The table which follows compares with provisional May 31 occupancy percentages of May 31, with the percentages recorded for May 31 of 1933; and with the ones of May 31 of 1929, which was the peak year. A study of this table shows that at the close of this past May the occupancy was reported as being more favorable than at the end of the corresponding month in the 1929 peak year in the following States:

Vermont, New Hampshire, Massachusetts, Rhode Island, Connecticut, some parts of the New York metropolitan district, Michigan, Minneapolis and St. Paul, Delaware and Maryland and District of Columbia as a group, the Virginias, the Carolinas, Kentucky-Tennessee, Texas, and Utah, with Chicago unchanged.

## PUBLIC MERCHANDISE WAREHOUSING

APRIL-MAY, 1934

Statistical data on occupancy and tonnage during the months of April and May, 1934, as reported to the Bureau of the Census

DIVISION AND STATE	Per Cent of Floor Space Occupied		TONNAGE							
			Received During Month		Equivalent No. of Lbs. per Sq. Ft.		Delivered on Arrival		Equivalent No. of Lbs. per Sq. Ft.	
	May	April	May	April	May	April	May	April	May	April
<b>NEW ENGLAND (Total)</b> .....	62.7	63.9	8,258	9,369	6.5	7.4	2,006	2,275	1.6	1.8
Vermont, New Hampshire and Connecticut.	83.1	80.5	980	849	6.5	5.7	387	398	2.6	2.6
Massachusetts.....	60.3	60.6	4,508	5,623	5.1	6.4	769	1,042	0.9	1.2
Rhode Island.....	62.0	70.3	2,770	2,897	12.1	12.7	850	835	3.7	3.6
<b>MIDDLE ATLANTIC (Total)</b> .....	69.0	68.7	125,987	113,992	17.3	15.0	8,180	5,596	1.1	0.7
New York Metropolitan District.....	72.2	71.5	88,283	88,814	16.2	15.4	2,913	886	0.5	0.2
Brooklyn.....	69.4	63.8	59,319	51,982	18.8	16.4	927	536	0.3	0.1
Manhattan.....	74.0	75.6	8,582	5,180	13.3	8.0	40	20	0.1	.....
Nearby New Jersey.....	79.7	83.2	19,701	30,711	12.9	16.7	1,937	330	1.3	0.2
All other.....	34.1	42.7	651	941	5.5	7.9	.....	.....	.....	.....
New York, except Metropolitan District.....	49.8	50.6	22,088	7,759	33.8	11.9	3,468	2,391	5.3	3.7
New Jersey, except Metropolitan District.....	44.8	42.4	629	666	6.4	6.8	1	18	.....	0.2
Pennsylvania.....	64.2	64.3	15,017	16,753	13.8	15.4	1,798	2,301	1.7	2.1
<b>EAST NORTH CENTRAL (Total)</b> .....	69.0	72.1	81,248	73,100	22.4	20.0	10,569	12,160	2.9	3.3
Ohio.....	70.2	70.1	17,326	16,760	18.1	17.5	3,960	4,042	4.1	4.2
Indiana.....	56.2	58.3	3,485	3,451	12.1	11.1	1,192	1,198	11.1	3.8
Illinois, except Chicago.....	70.7	70.8	2,314	2,112	11.0	10.0	1,598	1,563	7.6	7.4
Chicago.....	76.6	79.0	17,428	21,671	24.9	30.9	633	586	0.8	0.8
Michigan.....	70.0	80.1	27,727	20,317	26.9	19.7	2,162	2,128	2.1	2.1
Wisconsin.....	59.5	57.9	12,968	8,789	26.3	19.9	1,024	2,643	2.3	6.0
<b>WEST NORTH CENTRAL (Total)</b> .....	66.5	65.9	29,606	27,535	17.3	15.8	8,983	9,308	5.3	5.3
Minnesota, except Minneapolis and St. Paul.....	45.7	54.8	2,057	644	24.0	7.5	606	432	7.1	5.0
Minneapolis and St. Paul.....	83.4	81.7	6,069	5,566	29.2	26.8	1,950	2,217	9.4	10.7
Iowa.....	47.4	49.7	4,136	3,339	18.9	15.2	1,139	1,242	5.1	5.7
Missouri, except St. Louis.....	60.7	60.6	5,580	5,623	15.5	15.6	1,567	1,741	4.3	4.8
St. Louis.....	77.1	71.5	4,352	4,543	13.4	12.1	359	465	1.1	1.2
North and South Dakota.....	75.1	79.7	2,672	1,862	14.1	9.8	789	1,285	4.2	6.8
Nebraska.....	62.0	63.3	3,511	4,959	17.0	24.1	1,885	1,398	8.8	6.8
Kansas.....	73.8	60.6	1,029	999	10.4	10.1	688	528	7.0	5.4
<b>SOUTH ATLANTIC (Total)</b> .....	67.4	67.8	32,008	31,508	20.9	20.5	7,708	7,503	5.0	4.9
Maryland, Delaware and Dist. of Columbia.....	68.1	66.3	20,555	18,339	19.0	16.9	3,741	3,810	3.5	3.5
Virginia.....	61.1	85.6	2,547	2,552	37.7	37.8	912	834	13.5	12.4
West Virginia.....	82.3	82.9	1,148	1,515	15.8	20.9	455	416	6.3	5.7
North and South Carolina.....	69.3	68.2	1,972	1,882	15.6	14.9	622	577	4.9	4.6
Georgia and Florida.....	57.9	64.1	5,786	7,220	31.9	39.8	1,978	1,806	10.9	10.3
<b>SOUTH CENTRAL (Total)</b> .....	54.5	55.9	46,862	43,918	32.4	30.4	26,115	24,495	17.0	16.9
Kentucky and Tennessee.....	85.6	84.7	3,106	3,359	20.8	22.2	1,458	1,260	9.8	8.3
Alabama and Mississippi.....	69.7	61.7	1,352	991	22.5	16.5	775	702	12.9	11.7
Arkansas and Oklahoma.....	74.7	74.7	20,676	19,383	98.1	92.0	19,985	18,317	94.9	86.9
Louisiana.....	55.0	54.7	15,824	14,549	25.4	23.3	1,158	1,027	1.9	1.6
Texas.....	46.8	49.8	5,904	5,636	14.7	14.1	2,739	3,189	6.8	8.0
<b>MOUNTAIN AND PACIFIC (Total)</b> .....	60.7	59.7	15,994	16,188	12.3	12.5	15,004	14,138	11.7	10.9
Idaho and Wyoming.....	63.1	64.7	317	508	10.7	16.4	339	251	11.4	8.1
Montana.....	32.9	53.7	298	425	8.6	12.4	336	389	9.7	11.4
Arizona and New Mexico.....	67.2	56.3	643	755	8.2	8.8	1,761	1,541	22.6	17.9
Utah.....	74.2	74.2	1,138	918	23.1	18.6	52	20	1.1	0.4
Colorado.....	56.4	58.8	2,215	2,140	13.2	12.7	4,311	4,697	25.6	27.6
Washington.....	55.7	53.3	1,638	1,667	9.4	9.8	2,750	2,375	15.8	13.7
Oregon.....	66.7	66.3	658	660	13.7	13.7	434	853	9.0	17.7
California.....	61.4	60.6	8,957	9,115	12.7	12.9	5,021	4,012	7.1	5.7
<b>UNITED STATES (Total)</b> .....	66.0	65.9	339,863	315,610	18.7	17.0	78,565	75,475	4.3	4.0

The figures for April have been revised; those for May are preliminary.

The table:

	Occupancy End of May		
	1929	1933	1934
Massachusetts-Vermont	52.1		
Massachusetts		48.9	60.6
Vermont-N. H.-Conn.		58.9	80.5
Connecticut-Rhode Island	65.9		
Rhode Island		69.9	70.3
New York Met. Dist.	76.4	61.6	71.5
Brooklyn	78.3	51.4	63.8
Manhattan	69.9	61.7	75.6
Nearby N. J. & Other	77.7		
Nearby New Jersey		79.9	83.2
All other		48.9	42.7
New York State	74.3		
N. Y. State except Met. Dist.		54.1	50.6
New Jersey State	78.1		
N. J. State except Met. Dist.		47.1	42.4
Pennsylvania	71.6	58.8	64.3
Ohio	89.2	63.1	70.1
Indiana	80.3	65.7	58.3
Illinois	78.6		
Illinois except Chicago		68.4	70.8
Chicago	79.0	62.3	79.0
Michigan	70.9	58.9	80.1
Wisconsin	88.2	62.7	57.9
Minnesota	71.5		
Minn. except Mpls. & St. P.		54.4	54.8
Mpls. & St. Paul	71.6	76.3	81.7
Iowa	69.2	50.3	49.7
Missouri	82.0		
Mo. except St. Louis		62.4	60.6
St. Louis	82.1	66.4	71.5
North and South Dakota	69.7	53.2	63.3
Nebraska	80.0	51.4	60.6
Kansas			
Del.-Md.-D. C.	51.6		66.3
Delaware-Maryland		56.5	
District of Columbia		66.4	
Virginia and West Virginia	70.4		
Virginia		72.3	85.6
West Virginia		83.9	82.9
North and South Carolina	68.1	55.9	68.2
Georgia-Florida	75.7	51.4	64.1
Kentucky-Tennessee	77.3	62.0	84.7
Alabama-Mississippi	75.9	56.2	61.7
Ark.-La.-Okla.	77.4		
Arkansas-Oklahoma		64.9	74.7
Louisiana		60.5	54.7
Texas	44.6	67.5	49.8
Ida.-Wyo.-Mont.	65.1		
Idaho-Wyoming		72.9	69.7
Montana		80.9	53.7

	Occupancy End of May		
	1929	1933	1934
Ariz.-Utah-Nev.-N. M.	73.2		
Arizona & New Mexico		65.0	56.3
Utah		90.2	74.2
Colorado	72.6	65.2	58.8
Washington	69.4	60.1	53.3
Oregon	70.3	63.6	66.3
California	77.6	54.0	60.6
Average U. S.	71.0	60.5	65.9

Comparing the May 31 occupancy percentages (provisional) with the final ones of April 30 (shown in the Government's April-May table on the opposite page) it is disclosed that the provisional advance of one-tenth of 1 per cent was reflected in Vermont and New Hampshire and Connecticut grouped, in the New York metropolitan district as a whole, in New Jersey outside of the metropolitan district, and in Ohio, Wisconsin, Minneapolis and St. Paul, Missouri, Kansas, Maryland and Delaware and District of Columbia grouped, North and South Carolina, Kentucky-Tennessee, Alabama-Mississippi, Louisiana, Arizona and New Mexico, Washington, Oregon, and California. The most favorable upward movement was 13.2 per cent in Kansas. Utah and Arkansas-Oklahoma were unchanged. Elsewhere recessions were reported, the sharpest decline being 2.45 per cent in Virginia.

### Tonnage

AS already pointed out, the percentage of volume reported as having entered storage this past May, out of total arriving volume, was larger (by 2.2 per cent) than the percentage recorded for May of 1933.

Across seven years the May percentages by divisions are as follows:

	Percentage Entering Storage—May						
	1928	1929	1930	1931	1932	1933	1934
New Eng.	74.4	86.1	79.8	75.4	81.0	72.3	80.5
Mid. Atl.	74.7	88.4	91.3	89.9	90.4	90.7	93.9
E. No. Cent.	87.1	86.6	83.1	82.9	83.9	83.1	88.5
W. No. Cent.	73.7	72.3	77.7	75.1	78.2	74.8	76.7
So. Atl.	79.6	47.6	77.5	73.1	74.6	68.5	80.6
E. So. Cent.	75.3	78.9	71.4	56.4	62.3	68.5	66.6
W. So. Cent.	74.3	75.7	75.4	70.1	72.2	68.2	64.0
Mountain	68.5	56.2	56.1	56.8	67.1	63.2	48.5
Pacific	60.4	72.2	67.1	68.4	62.4	62.1	51.9
Entire country	76.7	77.6	80.3	78.2	79.5	79.0	81.2
Warehouses reporting	1087	1224	1488	1162	1241	1055	999

Comparing this past May's provisional percentages with the final ones reported for April, it is seen that the advance of one-half of 1 per cent for the entire country was reflected in the East North Central, West North Central and West South Central sections, with New England unchanged.

By divisions the comparisons follow:

	Percentage Entering Storage		
	April	May	Change
New England	80.5	80.5	—
Middle Atlantic	95.3	93.9	—1.4
East North Central	85.7	88.5	+2.8
West North Central	74.7	76.7	+2.0
South Atlantic	89.8	80.6	—9.2
East South Central	68.9	66.6	—2.3
West South Central	63.7	64.0	+0.3
Mountain	54.2	58.5	+4.3
Pacific	53.2	48.9	—4.3
Entire country	80.7	81.2	+0.5
Warehouses reporting	999	999	

Just before this September *Distribution and Warehousing* went to press the Government's September release was received. It places final average occupancy for May 31 at 66 per cent—the same as the provisional mark set down in the August release.

### R. G. Culbertson Is Elected President of the American Chain of Warehouses; Had Railroad and Publishing Careers Before Entering Storage Business

THE board of directors of the American Chain of Warehouses has elected R. G. Culbertson of Cincinnati to succeed the late Alton H. Greeley of Cleveland as this cooperative group's president. Mr. Culbertson, a Chain director, is operating manager of the Cincinnati Terminal Warehouses, Inc., which he joined in 1931 as assistant to H. V. Fetick, vice-president and general manager.

Educated along technical lines, Mr. Culbertson originally chose railroading as his profession and began work as a chairman on the Chicago, Indianapolis & Evansville, a coal road then being projected by the United States Steel Corporation. On completion of that project, during which he was advanced to secretary of the chief engineer and then of the traffic manager, Mr. Culbertson went to the Elgin, Joliet & Eastern as instrument man on maintenance of way and then to the Nebraska lines of the Chicago & Northwestern on valuation work. Following this came four years of private engineering practice in Iowa and South Dakota followed by three years in the location and construction and operation of an Indiana short-line railroad (since abandoned), serving successively as resident engineer, superintendent and assistant general manager.



R. G. Culbertson

For six years after 1923 Mr. Culbertson was identified with the circulation department of the Curtis Publishing Company, first as superintendent of agencies in Texas, Pittsburgh and New

York City; next as supervisor of sales for northeastern United States, and then as organizer in charge of installing Curtis's newly-established branch offices.

It was in this last capacity that Mr. Culbertson made his first contacts with the warehousing trade, two of his first operations having been located in plants of the Duquesne Warehouse Co., Pittsburgh, and the Cincinnati Terminal. Following his connection with Curtis and until he joined the Terminal he was associated with Billboard Publishing Co., Cincinnati, as national advertising manager.

Mr. Culbertson is president of the Cincinnati Warehousemen's Association, secretary of the Ohio Warehousemen's Association, vice-president of the Merchants Forwarding Terminals Co. and chairman of the Merchandise Warehousing Trade Code Authority's committee on planning, research and statistics. Locally he belongs to the Cincinnati Club, the Kenwood Country Club and the Cincinnati Traffic Club.

The family lives at 2257 Monroe Avenue, Norwood, and he and Mrs. Culbertson have two children—a son who is a department head at Procter & Gamble, and a daughter who is a sophomore at Duke University.

### Mayflower Adopts Plan to Guarantee Charges on Rail Shipments Between Members

AN outstanding feature of a meeting of the directors of the Mayflower Warehousemen's Association, at Indianapolis on Aug. 4 and 5, was approval of a plan by which the organization will guarantee charges, on rail shipments forwarded between members, up to \$250 on any one shipment.

The group adopted a set of correspondent shipping rules. Members who make their shipments in conformity with these rules, and who forward their rail shipments to other Mayflower members, will have the protection afforded by the guarantee of the association.

This problem had been under consideration by Mayflower a long time, and at the Indianapolis convention in February a committee was created comprising J. P. Ricks of Jackson, Miss., L. S. Strelitz of San Francisco and Fred Hahn of New York. The action by the directors followed recommendations subsequently submitted by the committee.

A reserve fund is being set aside, from Mayflower's funds, to provide for any loss which may be sustained.

A copy of the correspondent shipping rules has been sent to the association's members and will be reprinted in the group's membership directory.

The directors voted to hold Mayflower's 1935 convention again at Indianapolis. Dates will be arranged which will not conflict with the winter meetings of the American Warehousemen's Association and the National Furniture Warehousemen's Association.

### Shafer Joins Reorganized Newark Firm as President

The Newark Warehouse Co., operating a merchandise and storage business at 110 Edison Place in Newark, N. J., has been reorganized under the title Newark Central Warehouse Co.

F. S. Shafer, who was secretary, treasurer and manager of the Essex Warehouse Company, has resigned from Essex and has joined the Newark Central as president, treasurer and operating executive. F. W. Stokes, manager of the Newark Warehouse Co., is superintendent of the Newark Central. H. B. Evans is secretary, and H. A. Fleckenstein is assistant secretary and assistant treasurer.

Mr. Shafer has long been secretary of the New Jersey Merchandise Warehousemen's Association and a familiar figure at conventions of the American Warehousemen's Association.

### Crandall Company in Moline Files Bankruptcy Petition

THE Crandall Transfer & Warehouse Co., of which H. J. Crandall is president, in Moline, Ill., filed a voluntary petition in bankruptcy in the United States District Court in Peoria on July 25.

The schedule filed with the petition names liabilities totaling \$76,529.41 and assets amounting to \$13,996.22.

Of the liabilities, \$62,062.74 are unsecured claims.

The assets are divided into equipment, \$3,596.27; debts due and unpaid, \$9,627.08; and promissory notes, the balance.

The Montgomery Elevator Company of Moline, an unsecured creditor, filed a petition for appointment of a receiver for the Crandall organization.

The Crandall Transfer & Warehouse Co. was established in 1904 and has been engaged in a combination merchandise and household goods storage business. Its president, H. J. Crandall, has long been identified with the industry's trade organization activities, being a member of the merchandise division of the American Warehousemen's Association, the National Furniture Warehousemen's Association, the Illinois Association of Merchandise Warehousemen, the Central Warehousemen's Association of Illinois, and the Tri-City Warehousemen's Association of Moline, Rock Island and Davenport.

### Herbert W. Day Dies; Aged 67

Herbert W. Day, vice-president of Day & Meyer, Murray & Young, Inc., New York City, died at his summer home in East Hampton, Conn., on Aug. 6, two days after the passing of the company's president, Thomas F. Murray.

Mr. Day was 67 years old. He had been in failing health about a year. He had retired from active business although still identified, as a partner, with the firm bearing his name. He leaves a widow and a daughter.

Prominent in New York Masonry, Mr. Day was a member of various fish and game clubs.

### Arrow of St. Louis at New Location

The Arrow Storage Co., doing a household goods warehousing business in St. Louis, has taken a long term lease on the three-story and basement building, containing about 40,000 square feet of floor space, at northwest corner of 21st and Pine Streets. The firm has removed to that location from 4116 North Union Boulevard.

Only an informed industry can act intelligently.

The latest warehousing developments under the National Industrial Recovery Act are set down in the stories beginning on page 9.

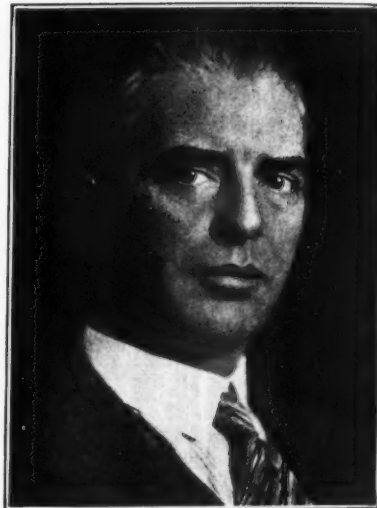
You—operating as a business man—are definitely affected by what is taking place.

Read the stories — for they foreshadow your business future!

### "Tom" Murray Stricken at Wheel of His Automobile; New York Executive Was 47

THOMAS FRANCIS MURRAY, president of Day & Meyer, Murray & Young, Inc., New York City, and a past president of the New York Furniture Warehousemen's Association, died at the wheel of his automobile on Aug. 4 near Millerton, N. Y., while motoring toward his summer home at Ashley Falls, Mass. He was victim of a heart attack. A stenographer in the car turned off the ignition switch, stopping the car within a few feet of an embankment. Mrs. Murray and two of the three Murray children were awaiting him at the summer home.

Mr. Murray was a New Yorker born and bred, and was 47 years old. After



The late Thomas F. Murray

attending the city's public schools he joined the former storage company of Day & Meyer as an office boy and worked later in the packing department.

In 1916 Mr. Murray and Chester F. Young organized the firm of Murray & Young. Four years later a consolidation of Day & Meyer and Murray & Young was effected, with Mr. Murray as president, Mr. Young as secretary and Herbert W. Day as vice-president. Mr. Murray originated and promoted the "porto-vault" system of placing customers' household goods in storage.

Of Mr. Murray's three children, a son, Francis X. Murray, is employed with the warehouse company.

Mr. Murray was a member of the National Furniture Warehousemen's Association, the New York Furniture Warehousemen's Association and the Van Owners' Association of Greater New York.

The funeral services were attended by a large delegation of members of the New York F. W. A.





## Washington Developments of Interest to the Warehousing Industry

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

### **Cricher Asks Eastman to Press Action to Compel Rails to Cease Storing**

THE railroad warehousing situation moved into the compliance stage in August with the Merchandise Warehousing Trade Code Authority insisting, through its Washington attorney, A. Lane Cricher, that the rail carriers live up to the letter of Coordinator Joseph B. Eastman's edict that they are, with stated exceptions, subject to the NRA pact.

Coordinator Eastman has directed his executive and traffic assistant, Charles E. Bell, to make a special study of the entire situation, and has communicated to Secretary Wilson V. Little of the Trade's national Code Authority his desire to be furnished with such facts as operators in the industry may have.

Where there is an out-and-out competition for warehousing business between the railroads and private operators in the non-exempt field, and the provisions of the Code are not being complied with, the Code Authority will press for action by both the National Recovery Administration and the office of the Coordinator.

In his order to the railroads, Mr. Eastman adopted a ruling of NRA on the railroad warehousing on the subject.

"The interpretation and ruling of the National Recovery Administration," said the Coordinator, "exclude from the authority of the National Industrial Recovery Act only such storage as is 'required by the Interstate Commerce Act to be furnished by common carriers.' Such storage is limited to storage of property 'clearly within the transportation which carriers are obligated to furnish; their duty under these provisions extends only to that storage which is necessarily incidental to transporting such property. To be incidental business, the storage must be preliminary

either to the immediate transportation or immediate removal.'

"When they (the railroads) engage in competition with private industries in business which is not included within their common carrier obligations, they should be, and I believe are, subject alike with the private industries to the provisions of the National Industrial Recovery Act."

Coordinator Eastman placed the services required under the Interstate Commerce Act under two heads, namely:

1. Enforced or involuntary storage.

2. Bona fide in-transit storage temporarily required in the transportation of commodities by common carriers (not voluntary storage under storage-in-transit privileges or other types of commercial warehousing service).

Meanwhile it was reported here that railroads which raised their storage rates in response to the Eastman mandate were preparing to ask relief to meet lower charges made effective in the New York area by private operators.

Inquiry at the office of the Coordinator disclosed that no formal request of this nature had been made nor had there been any indication that one would be forthcoming.

Determined that railroads be kept within their legitimate field of business activity, Mr. Cricher is planning to confer with Mr. Bell regarding the Pennsylvania Railroad Company's proposal to consolidate shipments into car load movements.

Mr. Cricher's decision to meet with the Coordinator's assistant followed the docketing in Central Freight Territory, by the Pennsylvania, of the following proposition:

"Upon request of shippers or owners, the Pennsylvania Railroad Company will load or unload, through their freight house at Cleveland, O., freight charged at carload rates other than freight in bulk. For this service a charge of 2½ cents per 100 pounds or 50 cents per ton, net or gross, as rated, actual weight, will be assessed in addition to the rates and charges applicable to the shipment."

### **Cricher Seeks to Compel Municipally-Owned Ware- houses to Abide by Code**

A POWERFUL weapon intended to force municipally-owned warehouses to operate under the terms of the Merchandise Warehousing Trade Code has been fashioned by A. Lane Cricher, Washington attorney for the Code Authority, and submitted to the Public Works Administration.

Mr. Cricher proposes that PWA withhold from any city which refuses to operate under NRA codes, all loans or grants sought under the public building program, on the theory that a community which declines to adhere to the regulations governing one phase of the general recovery program is not entitled to share in the benefits of another. In other words—PWA with NRA, or nothing.

### **Problem Serious**

The problem is an acute one especially in cities located at seaports. Municipalities are not required to operate under NRA codes in their governmental capacity; but where they are exercising proprietary functions in competition with private industry, the Code Authority takes the stand that they should be required to wage fair competition.

It is a known fact here that the Public Works Administration desires to steer clear of controversy on this point, although it has the unquestioned power to reject an application for funds for any reason or for no reason.

The fact that the Public Works Administration is subject to a Board of Review suggests a possible avenue through which undesirable loans and grants might be attacked.

—James J. Butler.

A. Lane Cricher's reasons why municipal warehousing renders ineffective the stabilization and other provisions of the Merchandise Warehousing Trade's Code are set down in a letter which he

has filed with Deputy Administrator E. E. Hughes of NRA. Mr. Cricher in his communication requests an NRA interpretation that politically-operated warehousing be ruled voluntary warehousing for a consideration as defined in the Trade's Code; this request he made on behalf of the Trade's Code Authority. The reasons advanced by the Authority's counsel are as follows:

"1. (a) A municipally operated warehouse not required to base its charges on a fair rental value is in a position to completely disrupt entirely the warehousing industry in a given locality.

"(b) Such rental value is a distinct item of cost, and in this connection it should be noted that heavy bonded indebtedness is usually found where such municipal operations are being carried on. It is obvious, therefore, that it would be distinctly in the interests of the public that competitive municipal, or other warehousing operations of a political subdivision, should come within the purview of all the provisions of The Merchandise Warehousing Trade Code.

"2. This disrupting influence affects directly not only the public merchandise warehouses in a given port, but also those located at competitive distant locality—in other ports.

"3. Such competition makes it extremely difficult to effectuate the provisions of the Merchandise Warehousing Trade Code by railroad-owned warehousing properties, terminals or steamship warehousing operations, as well as by warehousing service not directly owned or operated by transportation agencies—all of which are endeavoring to abide by the provisions of the Merchandise Warehousing Trade Code."

Mr. Cricher informed Deputy Administrator Hughes that "a serious emergency is being created" within merchandise warehousing through politically-operated storage plants not being subject to the Code.

### **Miller Loses Control of the Philadelphia Army Base but His Norfolk Bid Is Accepted**

**C**ONTROL of the Philadelphia Army Base piers has passed from the Merchants Warehouse Company, owned by the Harvey C. Miller interests, to Philadelphia Piers, Inc., a combination of merchandise warehousemen.

The Miller group previously had lost control of the Boston terminal, but has been successful in retaining the Army Base at Norfolk, Va. All three were built during the war as concentration points for shipments consigned to the American Expeditionary Force in France. After hostilities ceased, the properties were transferred to the United States Shipping Board and were leased by it for general warehousing purposes.

For several years the Miller interests had the terminals under lease, operating on a percentage-of-profit basis. Last February the Shipping Board, taking advantage of a clause in the agreements, cancelled all leases, effective in six months, and called for new bids with the

stipulation that they should be on the basis of cash payment.

The Philadelphia warehousemen who had complained against operation of the Army Base there with charges based on railroad tariffs, on the ground that it subjected them to unfair competition, submitted a bid of \$162,500, through John A. McCarthy, president of the Pennsylvania Warehousing & Safe Deposit Company, and of the Pennsylvania Sugar Company, and vice-president of the Real Estate Trust Company. In his bid he stated he would, if successful, assign his rights under the lease to Philadelphia Piers, Inc., to be organized under Delaware laws. Listed as incorporators are the Pennsylvania Warehousing & Safe Deposit Company, Mr. McCarthy's firm; Terminal Warehouse Company, Ernest V. D. Sullivan, president; Gallagher's Warehouses, James Gallagher, president; Rex & Company, Inc., John B. S. Rex, president; Commercial Warehousing Company, Morris Goldstein, president.

Merchants Warehouse Company, the present lessee, offered \$151,000 a year. The bid was submitted by C. Herbert Bell for the company. This represented a substantial increase over the amount which was paid to the Government under the former lease which stipulated 25 per cent of gross revenues as rental.

A public hearing was conducted after the opening of the bids and the Miller interests sought to have their bid accepted, contending there was no justification for shifting control. George M. Richardson, general manager for Merchants, defended the use of railroad rates, contending that to do otherwise would drive marine business to the other seaport terminals where such charges obtain.

Mr. McCarthy answered that the only possibility of equalizing conditions in the storage business in Philadelphia was to stabilize rates, and that as the present occupant of the Army Base would not do so, his combination group desired to take over the properties and operate on a "sound business basis."

The Miller group was high bidder for the Norfolk piers, topping the Shipping Board's minimum demand of \$110,000 by \$50,000. This proposal was made in the name of Norfolk Tidewater Terminals, Inc. Others who submitted bids are Virginia Piers, Inc., \$135,000; Jesse Rothman, acting for a corporation to be formed, \$132,600; Virginia Terminal Corporation, \$141,000.

The cash rental basis was stipulated to supersede the operating agreement under which the lessee was to pay 18 per cent of the gross receipts with a guaranteed minimum of \$75,000.

At the request of the City of Norfolk a public hearing was conducted, but when the session was held a resolution was proffered in which the City Council recommended that the Miller interests be given a new lease on the basis proposed.

Counsel for Mr. Rothman attended and urged that all bids be rejected and new proposals asked. He claimed that because of the strike situation which threatened to become general at the time

the bids were opened, his client was not in a position to bid as well as he could immediately thereafter. He urged, as a further reason for rejecting all bids, that he had been unable to obtain full information on which to base a properly prepared proposal. His attorney, Samuel Katz, said his client had been referred by the Shipping Board to the present lessee of the property but that information could not be obtained from that source.

Alleging further that it was not in the interest of the Government or the public for the Tidewater Terminal bid to be accepted, Mr. Katz asserted that this company intended to raise its charges, that it was not complying with the NRA regulations, and that its care of the property has been such as to cost the Government so much in repairs that last year the net return to the Government from the lease was only \$29,000.

Mr. Katz referred to matters brought out in the Black investigation of Shipping Board operations, but was unable to show anything specific concerning Tidewater Terminal when pressed for detail.

His basis for the declaration that acceptance of the bid would not be in the public interest was the fact that, according to Mr. Katz, the company had competing interests in New York and Philadelphia. His comments on NRA violations were grounded on hearsay, he admitted.

The lawyer said no complaint had previously been made about Mr. Rothman's inability to secure information.

Counsel for the Miller group denied there was a conflict of interest, explaining that the corporation submitting the high bid conducted no competing business and that Norfolk citizens controlled 25 per cent of the corporation operating in that city.

Mayor Taylor of Norfolk was asked if he had any information to indicate that the award of the lease to the high bidder would not be in the public interest.

"No, I have not," the Mayor answered; "and on the contrary, referring to the resolutions of the City Council and the State Port Authority, I think it would be against the public interest not to make the award to the high bidder in this instance."

—James J. Butler.

### **Shipping Board Rejects Agreement Proposed by Warehousing in Norfolk**

**T**HE United States Shipping Board has rejected an agreement covering proposed rates and practices entered into by certain operators of piers and steamship terminals at Norfolk, which had been filed with the Board in accordance with law, on the ground that it would permit discrimination in favor of rail traffic and against truck and boat carriers.

It was projected that charges on rail traffic would be the same at these terminals as the charges assessed at railroad-owned terminals. Charges on rail traffic at rail terminals are in many instances

currently lower than those for boat and truck traffic proposed by the agreement.

The agreement also was contingent on adoption by the railroads at their terminals of charges on boat and truck traffic no lower than those proposed by the agreement. The Board, in its order of disapproval, pointed to the fact that under such a contingency the agreement might never become effective.

Following are the parties signatory to the rejected agreement: Norfolk Tidewater Terminals, Inc., Jones Cold Storage Corporation, Security Storage & Safe Deposit Co., Inc., H. B. Rogers, Inc., Southgate Norfolk Pier, Inc.

—James J. Butler.

### **I. C. C. Service Director's Plan Would Saddle Switching Costs on Private Warehousing**

INCREASED operating costs for warehousemen who do their own switching on industrial trackage are seen if the Interstate Commerce Commission adopts a recommendation of its Director of Service, William P. Bartel, that allowances now granted by railroads to those who perform this service, be discontinued.

Mr. Bartel also proposes that the carriers be required to make an additional charge for such switching when it is carried on by the railroads.

In other words, a warehouse operator having a track into his plant either would have to pay the railroad for switching; or, if he does his own switching, would have to forego the allowance now made to him by the carriers. In either event, the cost would be saddled onto the warehouseman.

With the I. C. C. expected to set a date shortly for oral argument on the report, protests are coming in with increasing numbers against its adoption.

Director Bartel's recommendations are in line with the Commission's efforts to eliminate uneconomical practices of the carriers which have had a serious effect upon their revenues during recent years. The general investigation now being pushed by the Commission covers management of the railroads and their operations which might have a wasteful effect upon their income.

Following an exhaustive study of the carriers' terminal practices, Director Bartel made public a report in which he contended that the making of allowances to shippers and industries for "spotting and switching" cars from and to the main line of the shipping carrier "tends to dissipate the carrier's revenues."

He urged that the Commission recommend to Congress repeal or modification of Section 15 (13) of the Interstate Commerce Act, under which such allowances are made.

Among the many protestants is the National Industrial Traffic Bureau of Chicago. The point in the League's protest is the fact that such a charge would violate the long established principle that a single charge for the movement of a car covers entire movement from point of loading to point of unloading. In addition, the League points out, the pro-

posals contemplate what is, in a sense, a discrimination against larger industries. In the case of the smaller industry, which accepts delivery at a team track or on a "simple" side track, no spotting charge could be assessed. Whereas the more complicated network of tracks in the area of a larger industry would be amenable to such a charge. As a matter of strict fact, the League insists, the former services are likely to be more costly to the railroads because not nearly so large a volume of traffic originates or terminates at the smaller industries.

Again, according to the League's attorneys, the Commission itself and the Supreme Court have found in numerous cases that side tracks are not in fact private facilities and they find it difficult to conceive how such facilities can be adjudged private for the assessment of special charges.

Director Bartel said in his report:

"At practically all industries interchange tracks are used by carriers for receipt and delivery of freight due to interference or interruption with the work of both the industry and the carrier which would be encountered beyond such tracks. Therefore, delivery or receipt on such tracks constitutes delivery or receipt on line-haul rates.

"Where the spotting service at an industry requires a service in excess of that required in making simple placement or the equivalent of team-track spotting, such service is in excess of that required by a common carrier under its line-haul rate, and any allowance to the industry in performing such service or the performance thereof by the carrier without charge over and above the line-haul rate should be found to be unlawful.

#### **Violations Alleged**

"The payment of allowances to the individual industries considered herein, or services performed by the carrier without charge beyond a reasonably convenient interchange point, should be found to dissipate respondents' (the railroads) funds and revenues, to be not in conformity with efficient and economical management as contemplated by the Interstate Commerce Act, and not in the public interest.

"In numerous instances the payment of such allowances, or the performance of such terminal services by respondents without charge, affords reasonable grounds for the belief that the Elkins Act is and has been violated," it was held.

Following receipt of all exceptions to Director Bartel's report, the Commission will hold oral arguments, and upon the termination of the arguments will render a decision binding on the carriers.

—James J. Butler.

### **I.C.C. Is Expected to Act Soon on Complaint Against B. & M. Store-Door Service**

RECOMMENDATION that the Interstate Commerce Commission dismiss complaints against the Boston & Maine Railroad's rates and charges for trans-

portation including store-door pick-up and delivery service is contained in a report submitted by Commission Examiner Leo J. Flynn.

Complaints that the B. & M. rates were unreasonable, unjustly discriminatory and unduly prejudicial had been filed by the Motor Truck Club of Massachusetts, Inc.

The assailed service is performed under private contracts with trucking interests and also through the direct operations of its subsidiary, the Boston & Maine Transportation Company.

By formal complaint the Motor Truck Club has asked the Commission to issue an order requiring the railroad to cease and desist from alleged violations of the law and to put into force and apply for the future to the transportation of property on the B. & M. lines, and on the line of its subsidiary the Transportation Company, "reasonable" rates and charges.

The Motor Club is composed of persons, corporations, firms and partnerships engaged in the transportation of property by motor or horse-drawn vehicles and includes also several large shippers, gasoline and oil companies, automobile and body manufacturers, chauffeurs and helpers, and various others interested in highway transportation. The complaint includes the following:

"Loss of business has been substantial. Complainant has been active regarding the Code for the trucking industry and has made every attempt to effect compliance with the provisions thereof by members. But its members fear that they will lose further business in adhering to the Code requirements. This apprehension is based on the fact that the defendant has reduced hundreds of rates to meet alleged motor truck competition, whereas the trucking rates, wherever subnormal, must be increased to a reasonably compensatory level.

"Railroads are not subject to a code, and when the trucking rates and charges are placed on a sound basis under the code the rail rates and charges will be lower than them. Local trucking rates and charges, associated with store-door service, are predicated on conditions existing during a period of cut-throat competition. This situation acts as a drawback against compliance with the provisions of the trucking code."

In refuting the Motor Club's contentions, Mr. Flynn held that the defendant's first store-door tariff named a minimum charge of 25 cents per 100 pounds and \$1 per shipment but in the tariff effective July 1932 the minimum charge on local shipments was reduced to 75 cents per shipment. Shortly thereafter the minimum charges were cancelled entirely and some of the rates reduced to meet highway competition. On March 31, 1934, Mr. Flynn continued, the defendant provided that additions would be made to the station-to-station rates for store-door service where the rail hauls were longer than 260 miles, these additions being graded upward to a maximum of 10 cents per 100 pounds. This tariff also provided that l. c. l.



freight would be picked up and delivered at an added charge of five cents per 100 pounds when coming from or destined to points from or to which store-door service was not offered. This tariff of the defendant and its New England connections also stipulated a minimum rate for such traffic of 30 cents per 100 pounds.

The defendant had never refused to establish a store-door service at any point, Mr. Flynn reported. At present it gives store-door service on about 40,000 shipments monthly, of which 40 per cent is local traffic and 60 per cent joint line.

Touching on the Motor's Club's contention that the rates charged by the B. & M. where store-door service is included are not compensatory, Mr. Flynn said a number of the complainant's exhibits and comparisons had been prepared before the minimum rate of 30 cents became effective and thus do not reflect the present condition.

"The Complainant directs attention to the fact that truckers for hire must operate under the trucking Code prescribed under the NIRA which requires that rates charged shall be compensatory," Mr. Flynn declared.

"The defendant does not claim that its rates for station-to-station service plus store-door service are reasonable maximum rates, but they are compensatory. Less than ten per cent of the defendant's total traffic moves under rates providing store-door service for distances below 75 miles, and the revenue from shipments at the minimum charge is only 3 per cent of the total for store-door traffic."

Mr. Flynn pointed out that a representative of the Boston Chamber of Commerce testified the development of the B. & M. store-door service constituted a benefit to the shipping public and represented an additional and highly efficient transportation agency affording the public a service for which there has been evidenced an increasing demand.

In conclusion, Mr. Flynn recommended to the Commission that the defendant should be permitted and encouraged to continue its services.

—Michael M. McNamee.

### **I.C.C. Ruling Favors New York in Jersey Lighterage Case**

**F**REE transportation of freight from rail heads on the New Jersey side of the Hudson River to points in Manhattan has been given Interstate Commerce Commission approval through a decision which concludes the five-year old "Jersey lighterage case."

The I.C.C. finding overrules the contention advanced by the State of New Jersey that lighterage and car floatage, or trucking in lieu thereof, discriminates against Jersey City shipping and is preferential to competitors in New York. This conclusion is arrived at on the basic consideration that the Port of New York is to be considered as a whole and that rates to all parts of the area should be identical, despite the fact that extra "cost of service" may be encountered by the railroads in carrying to New York

City, over those encountered in transporting to Jersey City.

The finding, which was handed down on Aug. 2 after several months of wrangling behind the doors of the I.C.C., bears out the prediction made in the May issue of *Distribution and Warehousing* namely, that the ultimate holding would be contrary to the New Jersey contentions. Commissioner Frank McManamy, alone, filed a written dissent, but he was supported by two of his colleagues in opposition to the majority holding voted by eight members.

New Jersey gained a comparatively unimportant victory when the Commission held that the grouping of New Jersey and New York points at New York Port is improper on traffic to and from New England, but the grouping was sustained as to all other traffic.

The State of New Jersey had grounded its case on the claim that its geographical location, with reference to the rest of the Port of New York, warranted lower freight rates, this for the reason that no lighterage is required to serve its shippers. Either lighterage, car floatage, or trucking of freight is necessary to complete transit to other points in Manhattan, adding to the railroads' cost of haulage, it was pointed out.

The complainant, New Jersey, asked that the railroads be required to charge not less than three cents per 100 pounds for lighterage, or corresponding service, this to compensate for their additional cost of service.

"We cannot assume," states the decision, "as do complainants, that the terminal services necessary to make track delivery at New Jersey points at the Port of New York are the same and cost the same as the services to the rail heads on traffic moving beyond by lighter, car float, or truck."

"On the contrary, the record warrants the conclusion that generally they are greater and more costly, and that in at least some instances they are greater and more costly than some of the marine services, particularly when consideration is given to the fact that large investments in rights of way and track are necessary to make the various track deliveries which are not necessary to perform the marine services."

"... If we could assume that the marine terminal service beyond the rail heads was in each instance a service over and above that necessary to make track delivery, as contended by complainants, and that for such marine services, of the various carriers, of the various commodities, to and from various sections of the port, and in various kinds of equipment differ very greatly, and if the additional compensation were to be based on these greatly varying costs the result could only be confusion and an impractical and unworkable rate structure."

"If we may not ignore differences between the cost of marine and track delivery terminal services, we cannot ignore substantially as great differences between the various specific marine terminal services."

"However, we have never prescribed rates based solely on the cost of service."

Pursuing this line of reasoning further, the Commission pointed out that any attempt to insure carriers the same rate of actual profit in serving a port would be to the disadvantage of the ports, the carriers, and particularly the shippers. Furthermore, it was contended, if the New Jersey argument is accepted it would be necessary to condemn group adjustments and uniform switching rates throughout large industrial districts. Continuing, the decision asserts:

"In every group adjustment some points in the group are more favorably located and require less transportation service than others. Something more than a disparity in the amount or cost of the services performed for different shippers within the group is necessary to a finding that the group rate is unlawful. If this were not so, every group rate would have to be condemned, with the result that the entire rate structure of the country would have to be remade."

"The terminal service at New York, having been adopted by the railway companies many years ago as the natural and necessary recognition of the physical conditions, is now to be considered as much a part of the transportation service of the carriers as the service rendered on their rails."

The attitude of the Commission on the grouping of points in the port was set out and explained in the following section of the decision:

"We cannot here overlook and disregard what we were unable to overlook and disregard in the New York Harbor case, or overlook or disregard what we have heretofore consistently held for many years in other cases with respect to lighterage and car floatage being equivalent to necessary extension of the rail lines, with respect to grouping of terminal districts, and with respect to the port differentials adjustment, and split the New York Port district into two parts, solely because the average cost of performing lighterage is claimed to exceed the average cost of effecting other deliveries in the harbor district, and notwithstanding that freight rates in this country, as we have repeatedly stated, are not, never have been, and should not be constructed solely with regard to the cost of specific operations which form but a part of the services rendered under the rates."

"These facts, together with the effect which the relief sought by complainants would have on the commerce of the country and the general public interest, cannot properly be overlooked and disregarded."

"Both the commerce of the country and the general public interest require the continued maintenance of such terminal groups as New York, Hampton Roads, San Francisco, Chicago and the St. Louis groups."

In his dissenting opinion, Commissioner McManamy (who previously had written what was to be the holding of the board, favoring New Jersey, but

which was rejected in favor of a contrary decision written by Commissioner Balthazer Meyer) said:

"Free lighterage encourages unnecessary and therefore wasteful service, while separate charges would encourage more economical practices.

"I am of the opinion that defendants' tariff regulations authorizing free lighterage and its substitutes are unreasonable and the performance of such services free or without charge in addition to line-haul rates is an unreasonable practice in violation of Section 1.

"... Defendants charge more for lighterage deliveries in a large part of the New Jersey side of the port of New York than they do within the free-lighterage limits. In a great many instances the lighterage movements for which added charges are made are no greater than to points where no such charge is made.

"No substantial evidence was offered in defense of this discrimination and it is without any justification in the record."

#### Separate Charges

Arguing his claim that separate charges for the services under consideration should be made, the dissenting commissioner said:

"I am of the opinion that the provision of Section 6 requiring the separate statement of terminal charges should not be construed as mandatory, but it is clearly within our administrative discretion to require the separate statement of such charges.

"Our authority under Section 6 to require separate charges does not appear to be conditioned upon finding a violation of some other section of the Act. In the cases where we have required separate charges, the requirement was based on Section 6 and was not predicated on a violation of any other section. Here, however, we do have violations of Sections 1, 2 and 3.

"While the uniform application of separate charges will remove the unjust discrimination and undue prejudice and preference hereinbefore referred to, a requirement of separate charges should be based primarily on Section 6 together with the finding of unreasonableness.

"If there ever was a case where we should exercise our discretion to require separate charges it is for this lighterage service, not only at New York, but at other North Atlantic ports where those services are performed."

The points covered in the decision which dealt with a number of complaints bearing upon port competition are:

Rates between New England and northern New Jersey points were found unreasonable, and reasonable rates were prescribed.

Extra towing charges to and from New Jersey points at the Port of New York were found unduly prejudicial and the undue prejudice was ordered removed.

Existing grouping of New Jersey and New York points at the Port of New York at the same rates was found not unlawful except on traffic to and from New England.

Failure to publish separate charges for lighterage, car floatage and trucking at the Port of New York was found not unlawful.

Rates on export, import, coastwise and intercoastal traffic to and from the Port of Boston were found not unlawful.

Storage-in-transit rules applicable at the Port of New York were found not unduly prejudicial.

—James J. Butler.

#### Credits Under Housing Act Are Available to Operators of Warehouses and Garages

THE huge Federal Housing program launched by the government to free credits totaling \$1,600,000,000 for modernization work will extend its full benefits for renovation of structures including warehouses and garages.

While the legislation which made the project possible is known as the Federal Housing Act and its chief purpose is to recondition the homes in America, it is by no means restricted to that field.

Repair of warehouses, including waterproofing of walls, pointing of brick work and replacement of worn shutters; re-roofing; repair of elevators or installation of new lifts; construction of additional partitions; fireproofing of sections; replacement of antiquated refrigerating plants, piping or other equipment; painting and plumbing and electrical work, are among the jobs which have been postponed by many operators because of economic stress, but which will now be possible.

Warehouse operators and truckers whose garages have been in need of repair or renovation, interiorly or exteriorly, also may qualify under the plan.

In short, any structural work so attached to a building as to become a part thereof is properly within the law. This, of course, excludes moveable equipment and supplies.

The operations of the Act are simple. Loans of from \$100 to \$2,000 are available at institutions accepted by FHA, most of whom already are widely advertising the fact of their acceptance. The financial institutions that have been accepted by the Administration and whose loans will be guaranteed up to 20 per cent of the total amount loaned, already run into the thousands, with billions of dollars in readiness for call. With these guarantys representing many times the losses experienced on "character" loans in banking history, the willingness of banking houses to cooperate is readily understandable. To date it is estimated that the credit facilities which serve 87,000,000 persons in the United States are ready to loan under the FHA.

Unless extended by the housing Administration, the notes must be repaid within three years. The loaning institutions are not requiring indorsers, co-makers, or sureties and are not permitted to charge more than \$5 on each \$100 of credit for discount or other fees.

One of the qualifications for loan insurance affecting business properties, such as warehouses and garages, sets forth that "notes may be signed by lessees other than those which may be classed as owners, provided that the lease requires the lessee to make alterations, repairs and improvements, and provided further that the final termination date of the lease is at least six months beyond the final maturity of the note."

To obtain a loan it is necessary only for the applicant to assure the financial institution on the following points: That he is the owner of the property (or the lessee under the conditions herein outlined); that the annual income of the signers of the note is at least five times the face of the note; that mortgage payments have been kept up to date, and that no past liens or encumbrances stand against the property; and that the money will be used solely for property improvement.

—George H. Manning, Jr.

#### North American Van Lines, Inc., Reelects Fullerton

NORTH AMERICAN VAN LINES, INC., which announces a membership of 125 storage, transfer and moving companies throughout United States and Canada, held its first annual meeting in August at the Deshler-Wallick Hotel in Columbus, Ohio. Afternoon and evening meetings of directors and executive committee on the 12th were followed by general membership sessions on the 13th and an evening banquet.

Merle Fullerton, owner of the Fullerton Transfer & Storage Co., Youngstown, Ohio, was reelected president. First, second and third vice-presidents chosen are, respectively, James F. Duncan, NAVL's Detroit manager; Walter Luedke, Milwaukee; and Charles W. Sheldon, Rochester, N. Y. William Engle, Elizabeth, N. J., was elected secretary; and treasurer, J. H. Days. V. W. Miller was reelected assistant secretary and treasurer.

Directors for the coming year are Mr. Fullerton, representing Ohio; Mr. Duncan, Michigan; Mr. Luedke, Wisconsin; Mr. Sheldon, New York State; Mr. Engle, New Jersey; and Vincent H. Schnurr, president of the Rosebank Storage Warehouse, Rosebank, Staten Island, representing the New York metropolitan district; N. P. Hengesch, Chicago, representing the Chicago metropolitan district; Samuel Needles, St. Louis, representing Missouri; C. D. Klapert, Covington, representing Kentucky; Herbert V. Rothery, owner of the Rothery Storage & Van Co., Des Plaines, Ill., representing Illinois; and E. W. Lancaster, Windsor, representing Ontario.

Board representation of the New York and Chicago metropolitan districts was provided for in a by-laws amendment adopted. The date for NAVL's annual meetings was fixed for second Monday in August.

# MOTOR FREIGHT and

Reg. U. S. Patent Office

Department Conducted

## Specification Data Important Guide When Buying Trucks

Unit Ratings Decide  
Payloads Carried

**T**HE problems of truck servicing and the abnormal costs thereof sometimes encountered may usually be traced to mistakes made in vehicle selection. Of course most purchasers of trucks are aware of this, or at least subconsciously guided in vehicle selection by the thought of whether the trucks will stand up and give economical performance during a reasonable life. On the other hand many operators are still making the mistake of overlooking, or of failing to comprehend, the importance of specifications in their purchasing decisions.

There have been instances, for example, where semi- or four-wheel trailers equipped with hydraulic brakes have been drawn by tractors or trucks equipped with mechanical brakes, or *vice versa*.

The consequent braking results with full loads on board need no further explanation, but the point is that these cases of mistaken purchasing judgment are typical.

Too often the almighty dollar beclouds common sense in buying, so that the first saving disappears quickly in the expenditures that occur prematurely for repairs because of parts breaking down. Or, money is lost because

it is found that the vehicle cannot stand up and carry the payload expected.

Maximum payload, the factor by which most vehicle purchases are determined and on which costs per unit carried are based, is costly or economical according to how well the major units of the vehicle stand up. The ability to stand up is a measurement to be expected at, say, 20,000 or 25,000 miles of operation. In other words, will the truck take normal punishment for that period of time? More specifically, will the brakes prove adequate in size for the rated payload for stopping purposes under speed? Will the springs stand up under rated payloads constantly? Will the driven members behind the engine take continually the thrust of the engine under load? And can the engine develop the power necessary to take the gross load without too much gear-changing on hills or at the expense of speed?

The foregoing are just a few of the points to be considered by a truck buyer. His ability to get the most for his money depends vitally on the time he takes to analyze all of the factors connected with the question of life expectancy of wearing units in the vehicle.

**T**HE manufacturers of the various units used in a truck all base their units on certain load or torque limits, beyond which many of them refuse to guarantee satisfaction. The manufacturers of truck tires, for example, have specified load limits on the various sizes. Similarly, the axle manufacturers work out their models in full accordance with tire sizes and loads to be carried.

In any comparison, the wary buyer has available, if he so desires, information of a basic character that should steer him straight in vehicle buying. There is no reason why he should not take the pains to secure such information; or if he cannot secure it readily, insist that each salesman contacting him be equipped with specification data of a similar nature to prove that each unit in the truck assembly measures up in size, torque, etc., to assure satisfactory performance.

Torque is measured in foot-pounds and represents the turning or twisting effort, as in an engine; or the resistance to or ability to stand up under maximum load against the twisting effort, as in the universal joints.

The rule in truck design or engineering is to use an engine torque of lower rating than that of the other driven units. This is a precaution against overloading the universals, etc. Were it the opposite, the engine would take the maximum load and the torque set up in the universals would be too great. Such breakdowns don't happen immediately in most cases, but eventually. The same thing happens under constant overloading, even when all of the units from the engine down are properly torqued or of proper size.

Getting back to the question of purchasing price, it should be remembered that a comparatively low price paid for a vehicle that cannot "stand the gaff" a reasonable length of time is no bargain. This especially applies in operations calling for speed, maximum loads a good part of the time, etc.

There is a big difference between normal operating and load conditions—one which makes possible economical truck life and running costs and stressful or peak conditions that may be responsible for high costs.

In the latter case, the factor of safety built into the units is all important. A

heavily laden truck under speed must be equipped with enough braking area to withstand sudden application on a hill or at full speed and be able to do this regularly without burning out prematurely.

It must not be forgotten that one bad hill or mountain on a route will often determine the maximum speed limits in flat country. In this respect, gear ratios play a great part; and if big loads are to be carried any distance, the buyer should make certain of figuring on the greatest grade his truck will encounter. It is best, therefore, to cover the route with grade meter or to find out otherwise the grade conditions. Such precautions will more than be repaid for in the end by forestalling any possibility of the truck being improperly geared to pull up the grade.

Any motorist who has followed a speedy tractor train on the flat has only to recall the slowdown on a grade to remind him of what an important part the gear ratio plays under such conditions. The impression is one that the train is just about moving; and in comparison with the former speed, that is about true.



# TRANSPORTATION

by F. Eugene Spooner

Yet the load is negotiating the grade and that is the all-important thing, because it is quite possible in such cases that it could not. Geared properly, perhaps this train would have gone up the grade a little faster, but not so fast on the flat; it all depends on what the operator desires.

In all of this discussion of buying—and of course much more could be said on the subject—the servicing question stands as the extreme or light penalty for poor judgment. Elaborate service systems and record-keeping have been established to record data on costs and performance. Such data stand as a tell-tale evidence of the merit or demerit of each vehicle in the fleet.

Unless, however, each truck was purchased in recognition of conditions to be encountered, etc., such care in record-keeping is putting the vehicle before the horse, even though these records will suffice to throw more light on the question of purchases the next time.

Record-keeping of this kind serves a real purpose, however, especially if it reveals those chassis units that cannot stand up under the service they are put in. In such cases, the buyer should demand or look for what will stand up normally, in his next purchases.

There is on record a case of truck buyer who was faced with the problem of deciding between two vehicles with units of almost identical make but with a price spread of several hundred dollars, and with the lower priced of the two having an engine of greater horsepower, and having springs of more leaves but of the same dimensions. The lower-priced truck appeared to be the wise selection until the salesman of the other vehicle started to reveal the reasons for the price differential. For example, the axle number of the lower-price truck proved it to be of a lower-carrying capacity; the frame to be smaller in height and thickness; the universal joints smaller in torque ability; the steering gear of such a size as to make necessary the use of small rims; and the clutch and gearset of a make seldom heard of and with no servicing or parts available unless ordered from the truck factory. As to the engine, the excess power was found to be of no real value. The extra strength of the springs was there to carry the heavier engine.

Needless to say, the higher-priced truck got the order and from latest reports it has many years of service ahead of it before replacement will occur.

The moral of the foregoing incident is that unless you are lucky enough to be solicited by a salesman who knows how

*De Luxe Furniture Van Built to Central's Specifications*



HERE is illustrated a unit added to the fleet of de luxe furniture vans which the Central Storage & Van Co., Omaha, is operating in States east of the Rocky Mountains. In deciding what type of vehicle to select, R. J. Mayer, Central's president, prepares specifications calling for light weight, economical operation, plenty of reserve power for handling a job properly in city traffic, and reasonable highway speed.

The trailer chassis is The Trailer Company of America's Model TD-30, 22 feet long, complete with Bendix BK double-line brakes, Dayton wheels to match the tractor, 8.25-20 dual Goodrich tires, and steel out-riggers welded to the frame and carrying the body.

The body is a product of the Highland Body Co., Cincinnati. Its features include round nose, de luxe type roof, and steel sides with 42-inch double door curb-side delivery. The interior presents a perfectly smooth surface, being lined with veneer board with countersunk rope rings on every other post. The floor is California redwood. All sills, cross members, posts, roof joists, etc., are oak. The

tail-gate is light oak with an angle iron across the end to prevent sagging. The side delivery doors and the rear doors are hung with piano-type dustproof hinges and are equipped also with latches to take padlocks. The job throughout was built to carry the loads and still come within Central's weight requirements.

The tractor is the new Model No. 702 of the White Company and has a 132-inch wheelbase, hydraulic brakes with double-line BK booster, extra heavy generator, 8.25-20 Goodrich tires, and 6.86 gear ratio. Two additional gas tanks, of 18 gallons capacity each, are mounted one on each side of the frame and back of the cab.

Color scheme is black chassis, rich orange body, and aluminum roofs. Overall length is 31 feet, and height of trailer is 11 feet. The entire job presents an attractive appearance, according to Mr. Mayer, "and is in keeping with the company policy of purchasing the best equipment and catering to the better class of business."

to sell correctly—and don't forget that many of them exist—you might as well start out right now to learn enough to be prepared for the one who doesn't. Not only will you be repaid but perhaps you can make the time of the salesman well spent by his contact with you.

## **California Operator Fined \$955 for Alleged Violation**

The California Railroad Commission slapped a \$955 fine on John H. Betts, a

Los Angeles to San Francisco truck operator, in August, for alleged violation of a Commission order to cease operating as a common carrier without a certificate of public convenience and necessity.

The fine was paid after the State Supreme Court had sustained the Commission's ruling.

The operator appealed to the State's Governor, but the State Attorney General held that such a violation was not pardonable by the Governor.

**Dodge Introduces Lower-Priced Series of 1½-Ton Trucks**

**A** LOWER-PRICED series of Dodge trucks of 1½-ton capacity follows closely a general price reduction announced a short while ago and covering practically the entire line. The new 1½-ton lists at \$490 for the 131- and 136-inch wheelbases, and \$520 for the 148- and 161-inch lengths.

Standard body types are express, canopy, screen, and panel, on the 131-inch chassis; and platform and stake on the 136- and 161-inch. The 148-inch is furnished as chassis or as chassis and cab.

The approximate payload capacities of these models vary with tire and spring

equipment and range to the maximum of 4,525 pounds with dual rear wheels.

The frames of the KH series are of the straight-sill type, 6 29/32 and 7 inches deep; 2 5/16 and 2 23/64 inches wide in flange; and 11/64 and 7/32 inches thick. The frame side rails are united and braced by six cross members including the engine supports.

The engine, with a bore and stroke of 3¼ by 4¾ inches, develops 72 hp. The 4-bearing crankshaft is provided with seven counterweights. Lubrication is full-pressure. A 4-speed gearset is provided, the fourth being direct drive. Rear axle is full-floating. Brakes are hydraulic.

### **Uniformity of Interstate Truck Rates is Planned in 3 Rocky Mountains States**

**W**AREHOUSING in the Rocky Mountains region is expected to be a beneficiary of a plan formulated at Casper, Wyo., on Aug. 10 for enforcing State rates of interstate motor freight and van haulers.

Under sponsorship of the Wyoming Public Service Commission a meeting at Casper on that date was attended by officials of the Colorado, Utah and Wyoming commission; a representative of NRA; spokesmen for wholesalers affected by cheap transportation sold to jobbers; and officers of motor freight lines.

The proposal is to improve the rate situation through cooperation among the State commission and between them and NRA code authorities. In the past there has been much chiseling because of rate differences in the three States and because of lack of requirement to file uniform tariffs. It was pointed at the meeting that if truck operators were compelled to file rates with the three State commissions and with regional and State Code Authorities, such information would be available at so many places that unfair practices could be minimized.

Committees were appointed to work out reasonable rates on various truck "runs" in the three States.

The warehousemen expect to receive their benefit by getting a house-to-house

moving schedule included as a special rate in whatever tariff is decided on. There would be a definite distinction between the house-to-house rate and the freight rate.

The thought stressed all through the meeting was that if the various States in which intra-state business is handled would cooperate thoroughly, operators themselves would soon support the plan rather than resist it.

J. F. Rowan, Denver, member of the trucking Code Authority for the region, and A. J. Fregeau, Denver, chairman of the rate committee, addressed the meeting on code developments in Colorado. Mr. Rowan attended at the request of interstate operators and as the Colorado representative of the regional Code Authority.

In his talk, Mr. Rowan said that until different instructions were received from Washington the regional Code Authority would take the stand that if a majority of competing firms filed a tariff on a similar service in the same locality, and a minority filed a lower tariff, the lower tariff would be suspended and the operators required to adopt one similar to those of the majority until they were able to prove they could profitably give similar service for less money.

An important step was taken toward elimination of what had been considered an almost insurmountable barrier to co-operative action—rail competition on pool car rates. Inasmuch as railroads are not covered by the NRA pacts they

can continue rates which would be ruinous to truckers operating under an increased tariff.

But, in a conference held at Cheyenne following the Casper conference, several rail officials admitted to trucking representatives that the present pool car plan had brought neither more tonnage nor profit and expressed an absolute willingness to cooperate in bringing about an equitable structure. Their only desire was for assurance that it would be possible to control the larger percentage of trucking tonnage on a profitable basis.

One suggested remedy for the pool car situation was to raise the minimum from 10,000 to 20,000 or 30,000 pounds.

A large majority of the truck lines operating from Denver to Casper have already agreed to a 50 per cent increase if the pool car competition is taken care of.

### **Uniform Trucking Law to Be Presented to Legislatures of Four Mid-Western States**

**D**UE largely to the initiative and efforts of A. E. Brooks, Kansas City, Mo., executive manager of the Midwest Warehouse and Transfermen's Association, an organization has been established to perfect uniform truck regulations, particularly as applying to interstate business, in Iowa, Kansas, Missouri and Nebraska.

The presidents and secretaries of various trucking organizations met in Kansas City on Aug. 7 and approved plans under which a committee was created to draft a model law for presentation to the four Legislatures.

On this committee are four Midwest association members—Frank Burns, secretary Blue Line Storage Co., Des Moines; W. A. Gordon, president Gordon Storage Warehouses, Inc., Omaha; Oscar W. Thomas, secretary A-B-C Fireproof Warehouse Co., Kansas City, Mo., and a director of the National Furniture Warehousemen's Association; and E. H. White, president Topeka Transfer & Storage Co., Topeka. Also on the committee are Balfour S. Jeffrey and M. J. Healy, Topeka attorneys representing the Kansas Contract Haulers' Association and the Motor Transportation Association of Kansas; L. H. Hartliep, Sioux City, representing the Iowa Truck Owners' Association; Kile R. Martin, Pilger, Neb., president of the Nebraska Motor Transport Association; Harry Byers, Kansas City, Mo., representing the Missouri Truck & Terminal Association; and A. H. Hall, Wichita, representing the Southwestern Freight Association.

Executives who attended the organization meeting include Frank M. Cole, Kansas City, Mo., president of the Midwest group; and D. A. Morr, representing the Team & Motor Truck Owners' Association of Greater Kansas City.

### **The Plan**

Primarily the objective is to make it unnecessary for trucks moving from one of the four States to another to purchase permits if they show they are

complying with the laws of their own States and paying the mileage taxes required by the States entered.

One suggestion advanced by Mr. Brooks was that a provision be included in the uniform law that "whenever non-resident trucks enter a State, proof of compliance with all provisions of home State laws and payment of the ton-mile tax in this State shall entitle trucks to traverse highways in this State without securing a permit."

Other suggestions being considered for incorporation have to do with definitions of "for hire" and "not for hire" trucks; the placing of jurisdiction, both administrative and enforcement, with the States' public service commissions; and elimination of various difficulties now encountered by truckers entering foreign States.

"Anti-truck" legislation proposed in the four States this year is expected to be greater than ever before, and the Midwest's movement represents the first effort to combine trucking and warehousing associations' strength in opposition.

#### Wittichen and Ivory on Committees Arranging a National Truck Meeting

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

PRESIDENT TED V. RODGERS of American Trucking Associations, Inc., has delegated to George W. Daniels, New York City, the important post of general program chairman for the first national truckers' convention, which is expected to draw more than 1,000 operators to Chicago for sessions extending through Sept. 24, 25 and 26.

Mr. Daniels, who is chairman of the New York City Code Authority and a past president of the Merchant Truckmen's Bureau of New York, will be assisted by the following committee: Guy F. Dunton, chairman of the Maine State Code Authority; Carl F. Wittichen, chairman of the Alabama State Code Authority and president of the Wittichen Transfer & Warehouse Company, Birmingham; Moss Patterson, president of the Motor Carriers of Oklahoma; S. J. Cashel, chairman of the Missouri State Code Authority; and Ben F. Morris, member of the California State Code Authority.

The entertainment committee includes John F. Ivory, chairman of the Michigan State Code Authority and president of the John F. Ivory Storage Company, Inc., Detroit.

#### A.T.A. Will Elect

On the business agenda are formal sessions of the national Code Authority of the trucking industry and a meeting and election of officers of the American Trucking Associations; group meetings for discussion of all phases of trucking operations, including State and national problems, questions of weight and size restrictions, regulatory laws, insurance and highway safety.

—James J. Butler.

#### Bekins Sees Economy in Tractor Powered with Diesel Engine



A NEW tractor and semi-trailer piece of equipment placed in operation by the Bekins Van & Storage Co., Los Angeles, has the tractor, built in the company's own shops, powered by a 6-cylinder Diesel engine. Fuel tanks have a capacity of 160 gallons of Diesel oil, or sufficient quantity, according to Milo W. Bekins, president, to enable the unit to go 1,000 miles or make a round trip between Los Angeles and San Francisco. The tractor has full height cab and is full width, the upper portion being used for sleeping compartments for the drivers.

"This tractor will pull a semi-trailer and regular trailer operating on the Coast Highway," Mr. Bekins states, "and will be kept continually in operation, picking up another semi-trailer as

soon as it arrives in San Francisco; and, returning, doing the same thing in Los Angeles.

"It is interesting to note that on the first trip the mileage secured on Diesel oil was 6.6 miles per gallon; whereas on gasoline the previous truck and trailer had been averaging 4.7 miles.

"In making a test it is found that the tractor and trailer had unlimited amount of speed, easily attaining fifty miles an hour. On hills, which reduced the speed of the gasoline truck and trailer to ten miles an hour, it is found that the Diesel motor pulled easily at twenty-two miles an hour.

"On account of the fact that there is a considerable amount of rolling hills along the Coast line I believe considerable saving in time can be made."

#### Trend Is Toward Smaller Trucks in Warehousing

(Concluded from page 31)

For those months small trucks—Chevrolet, Ford, Dodge, International Harvester—accounted for 90 per cent of all trucks sold within the United States. More than 80 per cent of all trucks carry a rated capacity of from  $\frac{1}{2}$  to 1 ton—nearly twice as great a proportion of small units as a year ago.

So important is this small truck volume to the manufacturers, indeed, that they are designing the chassis for truck duty. The conventional practice was to mount the commercial body on a passenger chassis. The new models of small trucks are built for trucking service throughout—engine, chassis, wheels, steering, a lesser overall length, more cubic feet for pay load, and the like.

And, as further evidence of the future of the small unit, the automobile finance companies have relaxed their terms.

Formerly the buyer of a truck, regardless of its size, was obliged to make a down payment of at least 40 per cent of the price, with the balance falling due within twelve months. In 1934, the financing companies are satisfied with 25-30 per cent down, the same as for passenger cars, and for the final installments the notes may now run to eighteen months.

#### FOR SALE

##### At a Bargain

#### LARGE TRACTOR TRAILER VAN

Six-cylinder White Tractor with sleeping compartment in cab.

Frehauf Semi-Trailer. Westinghouse Air Brakes. Tires in excellent condition.

Drop frame with wheel housing; capacity 1,400 cubic feet; length 40 feet overall.

#### ONLY REASON FOR SELLING

Illinois law now prohibits overall length in excess of 35 feet.

A real bargain for anyone  
who can use this van

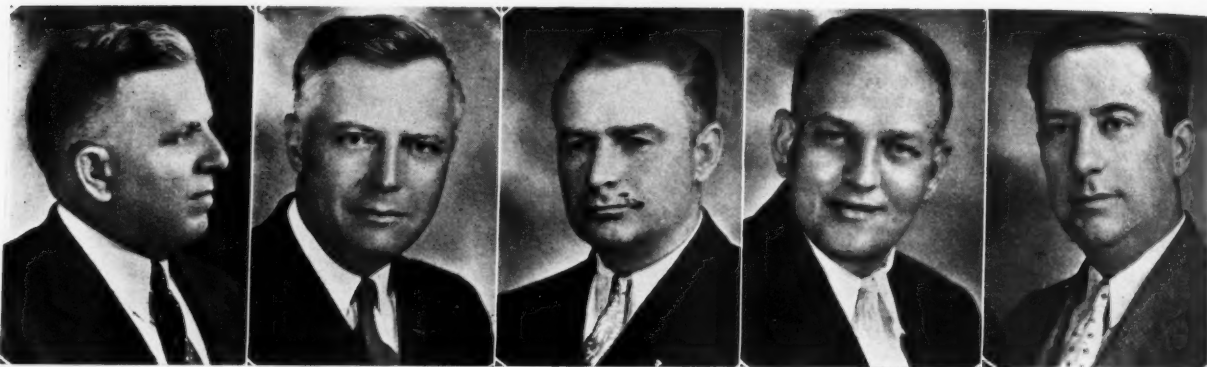
#### JACKSON STORAGE & VAN CO.

5951 Madison St. Chicago, Illinois



## United Van Lines, Inc., Reports 1934 as Its "Greatest Year"

By WILSON B. FISKE



Five of the executives who are directing the operations of United Van Lines, Inc.: left to right—George J. Cook, Buffalo, president; Daniel L. Britten, Cleveland, treasurer and general manager; Neal Conatser, Detroit, secretary; Ed Anderson, Chicago, one of the directors; Leo J. Sloan, St. Louis, newly elected as a director.

THE "greatest year" in the history of United Van Lines, Inc., was reported at the group's annual meeting, at the Netherland Plaza Hotel in Cincinnati on July 22-25. Every month of 1934 to date had shown a business increase over the corresponding period of the previous year, according to the report of the president, George J. Cook, Buffalo. Attendance at the meeting was about 150.

Important business included confirmation of UVL insurance rulings which require that every member carry uniform cargo coverage. It was voted that all deposits on contracts signed must be turned in at the main office with the contracts. Also it was decided that all operators who pay their monthly ac-

count regularly with month of receipt of statements would be the only ones to participate in the division of excess money held by the company at the end of the year.

A motion to fix a minimum charge of \$20 for any one contract was overwhelmingly defeated.

### To Admit Non-Haulers

The group voted to permit non-hauling operators to become members of UVL. Under this plan, present operators may become non-hauling members if they so desire; such members will sign contracts and turn them over to the main office and receive commissions in return, but will not be permitted to haul jobs except

on local moving within 25-mile radius.

Reporting as treasurer and general manager, Daniel L. Britten, Cleveland, brought out that fewer than 10 per cent of applications for membership are being accepted as eligible; high membership selection standards would be maintained, he said.

Under the UVL set-up one officer or director is replaced each year. The office to be filled at this meeting was that of a director, and Lee J. Sloan, owner of Sloan's Moving, Storage & Express Co., St. Louis, was elected.

New UVL members elected are the Wheeler Moving & Storage Co., Elmira, N. Y., and the Bullock Transfer & Storage Co., Inc., Atlanta.

### A Pennsylvania P. S. C. Order

The Pennsylvania Public Service Commission has refused to grant certificates of public convenience to the Allied Van Lines, Inc., the Aero Mayflower Transit Company, and Greyhound Vans, Inc.

This prohibits these three long distance removals organizations from engaging in the business of intra-state removals of household goods in Pennsylvania.

### A Certificate Revoked

The Akron Motor Cargo Co., Akron, Ohio, had its certificate as an interstate common carrier of freight in Wisconsin revoked on Aug. 14 by the Wisconsin Public Service Commission for alleged violation of Wisconsin's 1933 Transportation Act. This is the first action of its kind taken by the Wisconsin body.

### Wittichen Firm Removes

The Wittichen Transfer & Warehouse Company, Birmingham, for many years located at First Avenue and 24th Street, is removing its offices to Ninth Avenue and 19th Street North.

### Tulsa Firm's Fleet Makes Deliveries for Sears-Roebuck



ILLUSTRATED are three of a fleet of trucks which the Tulsa Terminal Storage & Transfer Company, Tulsa, Okla., is putting into operation for handling the city and suburban deliveries of the local Sears-Roebuck & Company organization.

The bodies are built on Chevrolet 1½-ton chassis with 157-inch wheelbase. Each body is 12 feet long behind driver's seat; 8 feet wide overall; and 6 feet high from floor to ceiling. The interior has a door, at right of driver's seat, into body of truck, thus permitting small-

package delivery from cab. The rear end is equipped with a tailgate and two full-length doors opening out, for deliveries of furniture, ranges, washing machines, electric refrigerators, etc.

The trucks are furnished on a contract basis, the Tulsa warehouse supplying the drivers and taking over complete operation of deliveries. This is proving satisfactory to both companies, according to a spokesman for the warehouse firm, and he suggests that it offers a remunerative field for storage and trucking organizations.

### Federal-Financed Wool Agency Storing 70,000,000 Pounds in Boston's Unoccupied Buildings

At a time when the merchandise warehousing industry is supporting the Government's National Recovery program, the Government's National Wool Marketing Corporation is renting unoccupied buildings and factories in Boston, one of the world's leading wool centers, and placing its wool in such structures instead of in the city's public warehouses in which this product has long been normally stored.

More than a dozen such hitherto empty buildings have been leased by the corporation in the Greater Boston area.

Boston warehouse operators estimate that right now they are being deprived of approximately 70,000,000 pounds of wool handled on Government loans.

The Federal Intermediate Credit Bank is accepting receipts of the National Wool Marketing Corporation's subsidiary warehouse established in Boston—and this notwithstanding the fact that the subsidiary warehouse has not subscribed to or complied with the Code of Fair Competition of the Merchandise Warehousing Trade.

"The corporation is storing the wools, as they come through from the West, in the unoccupied buildings rather than pay our storage rates," according to a spokesman for the Boston warehouse group. "The corporation has a policy of not using the services of the public warehouses but performing all its own labor and storage, and really goes out of its way to give the 'go by' to the public warehouses."

"We feel that as the corporation is more or less of a Government agency, it is unfortunate that the corporation should take this slant at a time when the warehousemen are cooperating with the NRA and trying to give added employment at Code maximum hours and minimum rates of pay."

"Our public wool warehouses in Boston are adequate and well equipped to handle this business and desperately need all the storage that can be secured. We believe that the Government should encourage the National Wool Marketing Corporation to do all the business possible with the established public warehouses, thus saving them from financial wreckage."

DISTRIBUTION AND WAREHOUSING'S  
WASHINGTON BUREAU,  
1157 National Press Building.

As attorney for the national Code Authority for the Merchandise Warehousing Trade, A. Lane Cricher announced here on Aug. 27 that he would call to the attention of the United States Department of Agriculture the Boston wool storage situation which is depriving the New England city's private warehouse operators of the business of the National Wool Marketing Corporation, a Government-financed entity.

Millions of pounds of wool upon which loans have been made to the corporation with public funds is being stored in un-

tenanted buildings while warehousemen have thousands of feet of idle space producing no revenue.

The effect of this, Mr. Cricher pointed out, is to deprive the Boston warehousemen of funds which are necessary to carry on their operations under increased costs incident to the Trade's NRA Code of Fair Competition.

While the corporation is a private one and does not store for the general public, Mr. Cricher contends that the beneficiary of one Federal Recovery agency—in this instance, the Farm Credit Administration—should not retard another, the National Recovery Administration, by diverting business from NRA code adherents.

—George H. Manning.

### Wellington Walker Critically Hurt

WELLINGTON WALKER, president of the Griswold, Walker, Bateman Co., Chicago, was seriously injured when the motor car he was driving skidded into a traffic safety island at Seventh Street and Outer Drive on the night of Aug. 23d.

Mr. Walker was removed to St. Luke's Hospital, where it was stated his injuries were critical.

### Aero Mayflower Transit Buys a Presidential Plane



Mayflower's plane with Burnside Smith (left)  
and Pilot Richard A. Arnett

A NEW four-passenger Waco cabin air plane was delivered to the Aero Mayflower Transit Company in Indianapolis on Aug. 4. Piloted by Richard A. Arnett, a licensed pilot, it will be used by Burnside Smith, Aero Mayflower's president, in his travels across the country.

"The plane has been purchased by Mayflower," according to E. S. Wheaton, the organization's treasurer, "because Mr. Smith found it was no longer possible, by relying on travel by automobile, to maintain personal contact with the more than three hundred warehousemen who represent Mayflower and sell its service."

"In addition, it is necessary for Mr. Smith to keep in constant touch with the ever-changing State regulations. The company's business has increased to such an extent that Mayflower now operates

### Denver Association Is Negotiating on New Union Contract

THE Movers and Warehousemen's Association of Denver has turned down a new contract submitted by the local union to all firms represented but has offered a counter contract based on a close survey of conditions governing the warehousing labor situation.

The association was unable to accept the proposed contract because the resultant wage increase would have brought about a dangerous increase in moving costs. It is pointed out that nearly 75 per cent of the cost on an average moving job is labor and that a further raise in this cost would bring about an increase in prices certain to reduce volume.

While maintaining a legitimate profitable price, the Denver association has consistently stood for reasonable rates that will encourage business rather than retard it. This idea is reflected in the recent reduction of 50 cents in the rate for a van or truck and two men.

The present negotiations with the union are noteworthy for the friendly basis on which they are being handled. Each side appears able to see the view of the other, and it is generally believed that this attitude will eventually result in an agreement more favorable than ever before.

—Lucius S. Flint.

in practically every State and it has become quite a task to keep in touch with all the laws and regulations and see that those of each State are complied with."

The plane was placed in operation immediately on delivery, and Mr. Smith traveled several thousand miles in it, across twenty States, in August.

Equipped for night-flying, and with radio and other instruments to assure safe transportation, the plane is painted with the same yellow that marks Mayflower vans, and with green stripes and red letters. The cabin is upholstered in bright red leather. One seat can be converted into a sleeping cab.

At the time delivery of the plane was made at Indianapolis the directors of the Mayflower Warehousemen's Association were in session. They journeyed to the airport and were taken aloft in Aero Mayflower's new possession.

### New Household Goods Moving Rates Adopted by Denver Operators

TWO new household goods moving tariffs have been made effective in Denver—one for Class A operators; and one for the Class B group, which takes in smaller operators.

The Class A tariff is based on a \$3 an hour rate for a van and two men, and that of the Class B group on a \$2.50 scale.

A feature of the Class B tariff is the adoption of a \$2 an hour rate for a van and one man. A one man operation would not be considered practical by the larger firms—none of them would take the responsibility of handling goods in this way—but some of the smaller concerns felt some such provision was necessary for handling exceptional cases.

All Class A operators have subscribed to their tariff, and about 80 per cent of the Class B members have come under their scale. Gaining immediately the cooperation of this high a percentage of the Class B men is considered a real accomplishment.

One important step has been elimination of newspaper advertising, by a number of firms, featuring an 80 cent rate. Warehousemen charging better rates had sought for many months to eradicate this practice, and the change was brought about by pointing out that this type of advertising was a definite violation of the code.

One feature of both tariffs is a new method of figuring the packing of household goods for shipping. This service is now figured on a flat rate of \$2 a hundredweight on the finished job, plus 50 cents a hundredweight for cartage to warehouse and freight depot.

Guesswork and blind bidding are done away with under the system. With the weight as shown in the railroad way bill, the customer is positively assured of a general and equitable charge and the operator is sure to make a legitimate margin.

The Denver group has gained double protection against chislers by adopting the same long distance household goods moving rates as are included in the tariffs of the Colorado Transfer and Warehousemen's Association which are on file with the State Public Utilities Commission.

Except for the 50-cent rate differential and the one-man rate, the Class B tariff is very similar to that of Class A.

### Portland (Ore.) Warehouses Suffer as Teamsters Strike

WAREHOUSE teamsters, affiliated with the transfer and drayage section of the Portland (Ore.) drivers' union, went on strike in August after their demand for higher wages had not been met in full by the employers. The business of members of the Portland Draymen & Warehousemen's Association is affected by the walk-out, and the employers have appealed to Miss Frances Perkins, United States Secretary of Labor, heads of the

international union and others to intervene.

The current scale runs \$4.25 to \$4.75 for an eight-hour day with time and one-half for overtime. The teamsters demand \$5.25 to \$6.25.

David Wilson, of the Pihl Transfer & Storage Co., who is president of the local association, submitted to the men in writing an offer to grant 50 per cent of the drivers' demand. This was rejected.

The demand by the employees, according to Mr. Wilson, would raise wages to 10 per cent above the 1929 scale, and he characterized the teamsters' actions as "arbitrary" and as an attempt to "crucify" and "hi-jack" the employers. He pointed out that warehousing had suffered greatly during the recent waterfront strike, the chief source of revenue being the dock trade, and declared that conceding the teamsters' demand in full would mean "bankruptcy" for the employers.

### Position Wanted

**BY** man with twelve years' experience as manager, superintendent, and solicitor—both general merchandise and cold storage warehousing.

College graduate. Married. Location secondary to connection with progressive organization with future opportunity.

Address Box P-759, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

### Schaefer Hurt by Fall into Ravine

William H. Schaefer, head of the Stamford, Conn., storage company bearing his name, recently suffered injuries, including fracture of three ribs and bruises, when he fell into a deep ravine while walking in the woods. He lay unconscious in the gully for some time. Mrs. Schaefer was nearby but did not know of the accident until her husband crawled out and summoned her aid. After a period in bed at home he returned to his office, but hampered by his injuries.

### "Duke" Cornwall Marries Salt Lake Society Girl

J. H. ("Duke") Cornwall, president of the Jennings-Cornwall Warehouse Co., Salt Lake City, and Miss Tabitha Harness, a graduate of the University of Utah and prominent in Ogden and Salt Lake City society, were married at the First Presbyterian Church in Ogden on Aug. 10. They left for a motor tour of the Pacific Northwest.

Mr. Cornwall was a widower. His son, Richard, was his father's best man at the wedding.

### Seng Establishes Waterways Storage Business in Chicago

THE Seng Waterway Warehouse Co., recently incorporated under Illinois laws, has concluded a lease with the real estate department of the Pennsylvania Railroad Company for the thirteen-story building, containing 423,000 square feet of floor space, on the south branch of the Chicago River at Polk Street, Chicago.

The building, with a dock extending along the entire length, 315 feet, will be operated as a general merchandise warehouse. The dock has ample space to accommodate vessels a few blocks from the Loop district, and for discharge of cargo from the ships into the warehouse without extra handling with trucks and conveyors.

Free and bonded space will be made available to shippers for distribution of foods in the consuming area of Greater Chicago and for storage of in-transit movements on bulk commodities. The warehouse is served by Pennsylvania Railroad trackage directly into it, access having been made by tunnelling under Polk Street. Direct connection with the Chicago Tunnel is by elevator shaft.

To round out the facilities, a motor truck platform will accommodate twenty-five vehicles at one time for receipt or delivery of merchandise; this platform runs the length of the building on the west side. The V. Seng Teaming Company, one of the city's oldest and largest firms of its kind, will be operated in connection with the warehouse, making the set-up ideal for pool car distribution.

John F. Seng, who is president of the Seng Terminal Warehouse Co., heads the new organization.

Immediate occupancy of the building will be effected to relieve the growth experienced by the Seng Terminal. The new corporation is represented by Associated Warehouses, Inc.

### Denver Warehouse is Sold Under Hammer for \$24,000

ANNOUNCEMENT was made in Denver in August that the building being operated by the Kennicott-Patterson Warehouse Corporation, in receivership during the past year, had been sold for \$24,000 to Max P. Zall of Denver. The structure is valued at \$225,000.

The sale was made some time ago under the hammer by Court decree but confirmation was deferred because of the small amount of the bid. In finally sanctioning the sale, Judge Dunklee of the District Court stated that the bid was the highest received after nine attempts to auction off the property; that there seemed to be no prospect of salvaging any more for the corporation's stockholders; and that the deal was better completed now than allowed to remain unacted on longer. The Court was informed that taxes and other expenses would raise the price to about \$75,000.

No change in management of the corporation is contemplated. J. H. Wilkins, Jr., receiver, will continue in charge of operations.



### Court Grants an Appeal to Higher Tribunal in Phila- delphia "Allowances" Case

JUDGE OLIVER B. DICKINSON in the United States District Court in Philadelphia on Aug. 15 granted petitions by the Pennsylvania Railroad Co. and the Merchants Warehouse Co., Philadelphia, defendants in the "allowances" suit of the Terminal Warehouse Co. of that city, for permission to appeal from the judgment entered in favor of the plaintiff last June by Judge Dickinson and to carry the case to the United States Circuit Court of Appeals.

The latest order by the Court allows the appeal upon the petitioners' filing of a supersedeas bond of \$500,000. This was done, the Fidelity and Deposit Company of Maryland being surety on the bond, which was approved by the Court.

The supersedeas has the effect of suspending all further proceedings in the United States District Court with respect to this case until the termination (of the appeal) by the Federal Circuit Court of Appeals. The supersedeas sets forth, among other things, that:

"Lately, as a session of the United States District Court for the Eastern District of Pennsylvania, in a suit pending between the Terminal Warehouse Co. and the Pennsylvania Railroad Co. and the Merchants Warehouse Co., a final judgment was entered, June 25, 1934, in the sum of \$410,338.81, together with a counsel fee of \$27,000 to be taxed as part of the costs; and the defendant Pennsylvania Railroad Co. and the defendant Merchants Warehouse Co. have filed their appeal in the clerk's office of said Court to reverse and set aside the found judgment in the suit, and have obtained a citation directed to the Terminal Warehouse Co., citing and admonishing it to be and appear at a session of the United States Circuit Court of Appeals for the Third Circuit, to be held in Philadelphia within thirty days."

Forty-seven reasons for the appeal are specified in an Assignment of Errors filed with the petitions by the defendants' counsel, John Hampton Barnes for the Pennsylvania Railroad and Robert T. McCracken for the Merchants Warehouse Co. They filed also a praecipe for record on the appeal, this being in effect a transcript giving a summary of the case, to be filed later in the United States Circuit Court of Appeals.

Service of copies of the praecipe and the assignment of errors upon them was acknowledged by White, Schnader, Maris & Clapp, counsel for the Terminal Warehouse Co.

It is upon the assignment of errors that the defendants will rely in the prosecution of their appeal.

Meanwhile a spirited dispute over the exact phraseology used by Ernest V. D. Sullivan, president of the plaintiff Terminal company, in replying, as a witness during trial of the case, to certain questions put by attorneys for the defendants, has developed as an aftermath of the trial before Judge Dickinson.

The dispute has come to the front by

the recent filing by White, Schnader, Maris & Clapp, counsel for the plaintiff, of an "Objection to the Bill of Exceptions" previously presented by the defendants' counsel, John Hampton Barnes for the railroad and Robert T. McCracken for the Merchants Warehouse Co., and the joint reply of these defendants in the form of the "Defendants' Answer to the Plaintiff's Objection to the Bill of Exceptions."

In the "Objection" the plaintiff's counsel says:

"The Plaintiff Terminal Warehouse Co. objects to the proposed Bill of Exceptions presented by the defendants in the case, in the following particular, namely: Page 68a of the Bill now reads in part as follows: 'Q—Mr. Sullivan, you spoke of a nominal rate for warehouse service. Then there is such a thing as a published tariff for warehouse service, is there? A—Oh, yes; there are figures. Q—By whom? A—.....'

"This should read as follows: 'Q—Now, Mr. Sullivan, you spoke of a nominal rate for warehouse service. There is no such thing as a published tariff for warehouse service, is there? A—Oh, yes; there are many published tariffs in use. Q—By whom? A—Bush Terminal Co., New York Dock Co., Western Warehouse Co.'"

In their answer, counsel for the defendants say:

"This Court should dismiss the plaintiff's objection and should seal the Bill of Exceptions as presented by the defendants, for the following reasons:

"1—The proposed change in the testimony of the witness, Sullivan, is contrary to the recollection of the defendants and their counsel.

"2—A refusal to make the very same change in the testimony by the witness, Sullivan, which the plaintiff, by its counsel, now proposes in its Objection to the Bill of Exceptions was presented to counsel for the defendants by counsel for the plaintiff on the morning following the day on which the testimony was given, to wit, on the morning of Wednesday, March 21, 1934; that counsel for the defendants that same day notified counsel for the plaintiff that they could not agree to said change, because it was contrary to their recollection of the testimony of Sullivan on the preceding morning; that counsel for the plaintiff then and there took no steps whatever to bring the proposed change in Sullivan's testimony to the attention of this Court, even though the trial continued for the remainder of the said day, Wednesday, March 21, and throughout the following two days of Thursday and Friday, and that by reason of said unwarranted delay on the part of counsel for the plaintiff, the latter is now barred at this late date from asking the Court to make the proposed change in the testimony of the witness, Sullivan.

"3—The allowance at this late date of the proposed change in the testimony of said witness, Sullivan, will be highly prejudicial to the defendants and will deprive them of a valuable right, in that if counsel for the plaintiff had promptly called the attention of the Court to the

### Bryan Dissolves Wichita Firm and Joins Yellow Cab as V. P., White Organizes Southwest Co.

THE Bryan-Southwest Transfer and Storage Co., operating a combination merchandise and household goods warehousing business in Wichita, Kansas, since 1908, has been dissolved, it is announced by U. O. Bryan, who was the firm's president.

Mr. Bryan has joined the Yellow Cab Transfer & Storage Company, Wichita, as vice-president and manager of the transfer and storage departments. Yellow Cab, established in 1925, was reorganized about a year ago. Standish Hall is president and operating executive.

C. A. White, formerly identified with the Bryan-Southwest, has organized and is president of the Southwest Transfer & Storage Company, which is doing business at 301 South Wichita Street, where the Bryan-Southwest was located. W. M. Ferguson is vice-president of the new Southwest.

### Detroit Firm Is Sold

The Paul Scott Moving & Storage Co., Detroit, has been sold to James F. Duncan and Glen Hendricks by Paul Scott, the firm's founder, who has retired.

Mr. Duncan, who formerly operated the Checker Moving & Storage Co., is vice-president and Detroit manager of United Van Lines, Inc. Mr. Hendricks was formerly head of the old Hendricks Moving & Storage Co.

alleged error in the transcript of the testimony of the witness, Sullivan, and the Court had, over the objection of counsel for the defendants, allowed the proposed change to be made in the testimony of the said witness, counsel for the defendants would have recalled for future cross-examination the witness, Sullivan, respecting the alleged published tariffs for warehouse service and the warehouses allegedly named in connection therewith, all of which warehouses are located in cities other than Philadelphia, and would have supplemented the said cross-examination by affirmative evidence respecting the same; the defendants having made a thorough investigation of the same in preparation for trial, but not having made any use thereof at the trial, because no mention of the same, or evidence thereof, was offered by the plaintiff in its case in chief."

On July 5, Attorneys Barnes and McCracken had moved for an order and decree by the Court "that the time for presenting and sealing the defendants' Bill of Particulars be further extended to July 25, within which time to present their proposed Bill of Exceptions, and shall have another 20 days thereafter for the sealing of their proposed Bill of Exceptions; and further, that the present term of Court shall be deemed to have been likewise extended for that purpose."

This order and decree the Court forthwith issued.

### Walker Heads Traffic Bureau Being Created by A. W. A.

**A**NNOUNCEMENT is made by Wilson V. Little, Chicago, secretary of the American Warehousemen's Association, that Alfred J. Walker, nationally known in the industry, has been retained by the merchandise division of the A.W.A. to develop a traffic department.

This carries out the mandate of the division at the American's St. Louis convention last January, when a resolution was adopted by the division calling upon the executive committee to create such a bureau.

Originally with the Bush Terminal Company, New York, Mr. Walker was later manager of the old Norfolk Warehouse Corporation, Norfolk. He resigned from the Virginia firm to join Distribution Service, Inc. While vice-president



A. J. Walker

and manager of DSInc. he withdrew, in 1932, and about a year later became assistant to the president of Chicago's Commercial Warehouses, Inc., which has since discontinued its storage business.

### A. W. I. Opens a New York Office

Effective Sept. 1, Associated Warehouses, Inc., a merchandise warehousing business development group with headquarters in Chicago, opens an office at 420 Lexington Avenue, New York City, under the supervision of H. C. Lembke.

Mr. Lembke was formerly traffic manager for The Dearborn Company, furniture manufacturers.

### Jersey Liquor Storage Restriction Is Lifted

A signal victory has been scored recently by New Jersey warehousemen in prevailing upon State Beverage Commissioner D. Frederick Burnett to do away with a ruling that alcoholic beverages not intended for sale and use in

New Jersey could not be brought into the State by a licensed transporter and delivered to a licensed public warehouse solely for temporary storage.

The ruling, Mr. Burnett agreed, has resulted in unfair discrimination against New Jersey licensed warehouses because it compelled out-of-State liquor dealers storing alcoholic beverages intended for use and sale in New Jersey to store in warehouses outside of New Jersey.

A new ruling drawn up by Commissioner Burnett, and put into effect in August, reads:

"Alcoholic beverages may be brought into New Jersey by a licensed transporter where they are being delivered to a licensed public warehouse for temporary storage, and are awaiting ultimate delivery without this State, or within this State, to licensed manufacturers and wholesalers."

The Rhode Island Alcoholic Beverage Commission has taken a six months' renewal lease on a section of the Merchants Cold Storage & Warehouse Co., Providence, for storage of imported liquor stocks.

### Bekins Acquires Wilshire Company in Los Angeles

Milo W. Bekins, president of the Bekins Van & Storage Co., operating in various Pacific Coast cities, announced on Aug. 22 that the organization had taken over the building, equipment and business of the Wilshire Fireproof Storage Co. at 116 South Western Avenue, Los Angeles. This gives the Bekins interests nine separate locations in metropolitan Los Angeles.

The Wilshire plant, 100 by 120 feet, eight stories and mezzanine, and containing approximately 100,000 square feet of floor space, is now being conducted as a Bekins branch, and the Wilshire motor truck equipment is under the Bekins banner. In addition to the storage business, sale of new and used furniture is carried on as a side line.

Henry M. Burgeson was president of Wilshire.

### PWA Shelves a Request for Loan for Jersey Terminal

Government-financed warehousing, at Bayonne, N. J., in competition with tax-paying warehousing at the Port of New York, is now a future rather than a current prospect.

Gov. Moore of New Jersey announced on Aug. 24 that the Public Works Administration at Washington had indefinitely suspended action on granting a \$5,000,000 loan which had been asked by Central District, Inc., the corporation organized to promote the Bayonne terminal project with warehouses involved in the construction program.

The Federal Reconstruction Finance Corporation had earlier refused to grant such a loan.

The project has from its inception been opposed by New York and Newark warehousing and shipping interests.

### McCarthy Elected President of Philadelphia Piers, Inc.

**P**HILADELPHIA PIERS, INC.,\* chartered under Delaware laws for \$100,000 paid-in capital to promote a general warehousing and marine operating terminal on the Delaware River in Philadelphia, has elected the following officers and directors:

President, John A. McCarthy, president Pennsylvania Warehousing & Safe Deposit Co. First vice-president, Ernest V. D. Sullivan, president Terminal Warehouse Company. Second vice-president, John B. S. Rex, president Rex & Co., Inc. Secretary, James Gallagher, president Gallagher's Warehouses. Treasurer, Edward W. Oescher, secretary and treasurer Pennsylvania Warehousing & Safe Deposit Co. Assistant secretary and assistant treasurer, F. B. Sweeney. Assistants to the president, Warren T. Justice, manager Pennsylvania Warehousing & Safe Deposit Co., and L. T. Howell. General traffic manager, E. W. Stringfield. Directors, Messrs. McCarthy, Sullivan, Rex and Gallagher, and Morris Goldstein, president Commercial Warehousing Co.

H. Edgar Barnes is attorney for the corporation, and H. G. Black has been appointed superintendent of piers.

### Local Association

The Warehousemen's Association of Philadelphia, an unincorporated organization from which Philadelphia Piers, Inc., drew its membership originally, comprises the companies already mentioned and the General Warehouse Co., Merchants Warehouse Company, Northeastern Warehouse Co., Godley's Storage Warehouse; Bailey Warehouses; and Traders Warehouse Co. Mr. McCarthy is president of the association and Mr. Sullivan is treasurer. The vice-president is Harvey C. Miller, president of Merchants; and the secretary is A. B. Dickson of the Bailey organization. The association, formed in 1933 at the suggestion of Mr. McCarthy, functions separately from Philadelphia Piers, Inc.

"Mr. McCarthy's idea," according to a spokesman for the group, "was to get the Philadelphia warehouses to act together in stopping the practice, then prevailing, of selling services below cost. That was, in fact, a step four months in advance of the NRA plan as put into operation. The plan of the association was postponed and attention was then centered on complying with the recent reemployment program of NRA."

"The members hope that the association will be permanent and operating after NRA has passed out of existence. All the members have been living up to its rules, which have worked out well. Meetings are held once a week in Mr. McCarthy's office."

\*See Washington Bureau correspondence on page 49.

When you ship goods to a fellow warehouseman use the Monthly Directory of Warehouses.

**New Incorporations  
as Announced Within  
the Storage Industry**

**California**

**LOS ANGELES**—Beverly Vermont L Transfer, Van & Storage Co. (organized), 317 North Vermont Avenue. Warehousing, van and trucking service. Arthur J. Hamby heads the interests.

**Illinois**

**Cairo**—Interstate Mill & Storage Co., Douglass Avenue. Capital 250 shares of no par value stock. Incorporators, P. B. Bartmess and William S. Dewey.

**Chicago**—Edgewater Safe Deposit Co., 5545 Broadway. Storage and safe deposit vaults. Capital 100 shares of no par value stock. Incorporators, Arthur F. Albert, Thomas G. Wallin and Harry F. Hamlin.

**Chicago**—Seng Waterway Warehouse Company, 230 North Canal Street. Warehousemen, removers, storers, packers. Capital 1,250 shares of no par value stock. Incorporators, John F. Seng, John J. Egan and Paul O'Dea.

**Chicago**—Seven South Dearborn Safe Deposit Company. Capital 100 shares of par value common stock. Incorporators, Gail Dray, James B. Kaine and Elmer E. Schmus.

**Michigan**

**Detroit**—Bonded Warehouse Receipts, Inc. To deal in warehouse storage receipts and to operate warehousing business. Capital \$1,000. Principal incorporator, Stuart Eddy, 1340 Michigan Theatre Building.

**New York**

**Albany**—Cargill Warehouse Co., Minneapolis, Minn., has filed notice of organization, with capital of \$2,400,000, to operate warehouses and grain elevators in the Albany Port District, Westerlo Island.

**Long Island City**—Maspeth Oil Terminal Corporation. Oil and general warehouse terminal. Capital 200 shares of no par value stock. Incorporators, Lester Shoenthal, 521 Fifth Avenue, New York City, and Charles J. McDonough.

**New York City**—Arrow Fireproof Storage Warehouse, Inc. Warehousing and distribution. Capital \$20,000. Principal incorporator, Silas Heineman, 56 Stuyvesant Plaza, Mount Vernon. Representative, Benjamin Kalmus, 516 West 181st Street.

**New York City**—Continental Forwarders Corporation. Capital 200 shares of no par value stock. Incorporators, Arthur Cauwenbergs, 132 Park Place, Brooklyn, and S. K. Tabor, 841 West 177th Street, Manhattan.

**New York City**—Hudson Storage Warehouse, Inc. General warehousing and distribution. Capital 100 shares of no par value stock. Incorporator, William Brady, 318 West 43d Street.

**New York City**—Lincoln Tidewater Terminals, Inc., Jersey City, has filed notice of organization, with 1,000 shares of no par value stock, to operate a general warehousing and distribution busi-

ness in New York City, with offices at 17 State Street, Manhattan.

**Ohio**

**Cincinnati**—Rex Forwarding & Freight, Inc. Capital 250 shares of no par value stock. Incorporators, John W. Wollering, Miller W. Reimer and C. M. Pulskamp.

**Cleveland**—Sheppard Warehouse Company. Capital 50 shares of no par value stock. Incorporators, W. D. Cole, Ralph W. Jones and J. C. Brooks. Represented by Boyd, Brooks & Wickham, 2500 Terminal Tower Building.

**Minerva**—Minerva Transfer Co. Capital \$25,000. Incorporators, J. Howard Barker, M. B. Baker and James A. Cahill.

**North Olmstead**—Globe Van & Storage Co., 25045 Lorain Road. Storage and transfer business. Capital 200 shares of no par value stock. Incorporators, Paul P. Sogg, Myron S. Stanford and Eva Wallace.

**Toledo**—Iwinski Moving & Storage Co., Inc. Warehousing and hauling. Capital 50 shares of no par value stock. Incorporators, Chester A. Iwinski, Warl J. Hood and Joseph A. Robie.

**Texas**

**Dallas**—Union Ice Co. Cold storage warehouse and ice plant. Capital \$50,000. Incorporators, J. W. Hassell, Sr., and J. W. Hassell, Jr., Magnolia Building.

**Fort Worth**—City Ice Co. Cold storage warehouse and ice plant. Capital \$25,000. Incorporators, Bennett L. Smith, Electric Building, and O. T. Clark.

**Houston**—Independent Warehouses Corporation. Capital stock \$1,000. Incorporators, Leo Levy, Robert G. Belcher and Edward W. Watson.

**Mason**—Mason Warehouse Association. Capital stock \$1,000. Incorporators, J. W. White, W. E. Jordan and W. O. Bode.

**Texarkana**—Farmers' Bonded Warehouse Co. Capital not stated. Incorporators, D. C. Harrington and L. E. Keeney.

**Wisconsin**

**Kenosha**—Racine-Kenosha Warehouse Co. Incorporators, Frederick P. Helm, Samuel P. Myers and Dorothy M. Hansche.

**Richland Center**—Richland Truckmen's Association. Organization of truckmen of Richland Center and vicinity. Capital not stated. Incorporators, Emery Huffman, Myron L. Ewers and O. J. Snodgrass.

**General Cold Storage, Detroit,  
Continues in Business**

The information published on page 51 of the July *Distribution and Warehousing* to the effect that the General Cold Storage Warehouse, Inc., 1599 East Warren Avenue, Detroit, had filed notice of dissolution under State laws, alluded wholly to an old company of that name, it is explained by C. E. Smith, president.

A rearrangement of the corporation structure was effected early in 1934, but the name is unchanged in the reorganization and is on record.

The foregoing is here published in fairness to the General.

**Construction  
Developments  
Purchases, Etc.**

**Alabama**

**MONTGOMERY**—Alabama Transfer & Warehouse Co. has removed its office from 121-123 Randolph Street to corner of North Perry and Pollard Streets, adjoining firm's new fireproof warehouse.

**California**

**Los Angeles**—Davies Warehouse Company has let a contract for alterations and improvements in its 4-story warehouse.

**Stockton**—City Port Commission has asked bids on a contract for a 1-story four-unit storage warehouse and transit shed, to contain 180,000 square feet of floor space, as part of a \$725,000 waterfront development.

**Canada**

**Montreal**—Harbour Commissioners of Montreal (Harbour Cold Storage) plans to spend \$200,000 extending and improving three waterfront warehouse and wharf units.

**Three Rivers, Que.**—City Harbour Board is arranging a \$125,000 fund to finance construction of 1-story warehouses and transit sheds on waterfront.

**Connecticut**

**Hartford**—Adley Express Co., Inc., a New Haven merchandise storage firm, has leased quarters at 823-827 Windsor Street, Hartford, for use as a truck terminal.

**Florida**

**Jacksonville**—Merchants' & Miners' Transportation Co. has awarded a contract for a \$40,000 warehouse, 90 by 100 feet, to be used for cold storage and pre-cooling service.

**Miami**—Rickert Warehouse & Storage Co. has changed its name to The Warehouse & Transfer Co.

**Illinois**

**Chicago**—Anchor Warehouse & Motor Service, Inc., 2324 North Seeley Avenue, has changed its name to A. H. Luecht and Company, Inc.

**Chicago**—Lawrence Warehouse Co., San Francisco, has leased 20,000 square feet of space in building at 1524 South Sangamon Street, Chicago, and will use it for bonded warehousing.

**Chicago**—Silver Fleet Motor Express, Inc., has leased the building at 833 West 36th Street and adjoining land and will occupy as a motor freight storage and distributing terminal.

**Iowa**

**Oskaloosa**—Hale Transfer & Storage Co. has remodeled the building at 801 High Avenue West and has removed from 601 High Avenue West.

**New York**

**New York City**—J. A. Mellish Warehouses, Inc., has leased space in building at 820 Twelfth Avenue and will occupy it as a branch unit.

(Concluded on page 55)



### Appel Returns from Europe with Some Impressions

VALLEE O. APPEL, President of the Fulton Market Cold Storage Company, Chicago, and a past general president of the American Warehousemen's Association, has returned from a seven-weeks trip through various countries of Europe, and with a bagful of vivid impressions.

On the way across, the Reliance, the ship on which he took passage, passed through a field of icebergs. In Iceland, on the other hand, he found no ice whatever, but a land of flowers and green fields, disproving a myth of childhood geographies. The principle industries there seemed to be fish and the production of healthy-looking children.

North Cape was rounded, and the tourists' eyes were treated to the glories of the midnight sun, giving them a week's daylight without any sunset. Rugged peaks in Norway were visited and glaciers climbed.

Russia presented itself as a pitiful country, attempting to work out its problem of unprecedented success, but having poor material with which to do it, but ever dreaming of a Utopia. Poorly clad men and women crowded the streets, apparently very busy, Mr. Appel said, but going nowhere except to seek bread; they have, however, the inspiration of their native music, which expresses all the anguish and fierce determination that almost consumes them.

In Berlin he had a chance to see Der Führer. Germany to an outside observer seemed to be happy and contented and well fed; no rationing of food there. Shops were filled, and food and clothing were cheap. Even our depreciated dollar goes a long way, he said.

### "Something on His Chest to Talk About"

THE American Pulley Company's prize title contest on page 1 of the July issue of *Distribution and Warehousing* was won by C. K. Cobb, of Canton, Ga., with the title-suggestion "Now He Will Have Something on His Chest to Talk About." The pertinency of this slogan is appreciated when it is recalled that the picture showed a Jack Tar, with records of his international love-making tattooed on his chest, instructing a tattooing expert to dot in an American hand truck in the center of his manly chest. Mr. Cobb's reward was \$15.

Two \$5 cash payments were made to F. V. Fortin, Philadelphia, and Walter J. Auburn, Chicago, for their title-suggestions, respectively, of "An American Hand Truck Gets the Choice Place in Any Fleet" and "The Pick of His Treasure Chest."

### Jones Succeeds Wallace

Lee B. Jones, vice-president United Warehouse Co., Kansas City, Mo., has succeeded Frank Wallace, of the Crooks Terminal Warehouses, Inc., as vice-presi-

dent of the Kansas City Warehousemen's Association and chairman of the group's merchandise division.

The association's by-laws have been altered to conform with NRA requirements.

### Elsifor Reorganizes Firm

The Elsifor Cartage Co., Inc., operating a combination merchandise and household goods storage business in Ann Arbor, Mich., has been reorganized by Floyd D. Elsifor, son of the founder, the late Silas Elsifor. Don V. Perkins, who was president, and M. E. Watterworth, who was secretary and manager, have resigned; and Mr. Elsifor is now in sole charge.

### St. Louis Company Will Display Stored Stocks

The St. Louis Refrigerating & Cold Storage Company, St. Louis, will hold its first Apple and Pear Show at its warehouses at Lewis and O'Fallon Streets on Dec. 3 to 8. Fruit exhibits to be displayed will be drawn from stocks in storage at the time.

In January the Missouri firm plans to stage its annual Dressed Poultry Show.

### Midwest's Manager



A. E. Brooks

Mr. Brooks is executive manager of the Midwest Warehouse and Transfermen's Association, which on Aug. 18 celebrated its first birthday.

The recent movement (reported elsewhere this month) put under way by warehousing and trucking groups in Iowa, Kansas, Missouri and Nebraska to have the Legislatures of the four States adopt a uniform law on truck regulation, was initiated by Mr. Brooks.

### Pasadena Company Employs Native Armenian Experts to Mend Customers' Rugs

THE Pasadena Transfer & Storage Co., Pasadena, Cal., has attracted numerous wealthy clients by installing an Oriental rug-mending department with native Armenian rug weavers in charge.

Work has been done on Persian, Turkish, Turkoman, Caucasian and Indian rugs. The whole United States was searched to get the right men for the jobs.

The work under educational methods advanced by this warehouse has now become a regular up-keep service on scores of customers' rugs rather than merely the reweaving in case of major damages.

When the service was inaugurated, R. R. Sutton, the firm's manager, found that the great majority of his customers had bought rugs of quality with the thought that they would last forever. By carefully directed salesmanship they have been taught to allow regular servicing of their rugs on the theory that an ounce of prevention is worth a ton of cure and that a series of small repair jobs cost less than an occasional large one.

Even at that, repair bills for some families running up to \$600 is not at all uncommon.

Partly as a means of increasing business in the Oriental rug-repair rug-cleaning departments and partly because it is profitable in itself, an appraising service for Oriental rugs is maintained. On call, the native employees of the repair department will go out to estates, appraise rugs as to value, classify them as to kind, estimate their age, etc. Mr. Sutton finds that there is a big demand for this service, as a great many people have Oriental rugs with no accurate knowledge regarding them.

Naturally the appraisal service gives entree to a large number of fine homes. It builds the repair business and the rug-cleaning business very rapidly. It leads also to general storage business and finds customers for the general van service.

These two services in combination have greatly increased the territory from which business can be drawn. Rugs for repair are now being received from points as far distant as San Francisco regularly, and shipments have been received at intervals from Chicago and other mid-West cities. The influx and efflux of tourists give the department publicity over an extended area. Efforts are made to induce customers to visit the department so that they see the actual work of reweaving being done by the long-bearded Armenian.

Resheening of rugs done by natives is also a feature gaining in favor in Southern California and this too is drawing business from a constantly broadening area.

In the cleaning department these same native workers do all the work according to systems and methods long approved. This applies to cleaning of domestic rugs as well as importations.

## U. S. Circuit Court Upholds Dallas Warehouse's Claim of Exemption from Federal Tax

THE United States Circuit Court of Appeals for the Fifth Circuit, which includes Dallas, has handed down a decision reversing a ruling by the United States Board of Tax Appeals which had held the Dallas Transfer and Terminal Warehouse Co. liable for income tax deficiencies amounting to \$4,918.51.

The decision by the United States Circuit Court of Appeals is of widespread interest because it affects similar cases all over the United States. The very fact of the broadness of its importances caused consideration to be given to a possible appeal by the United States Board of Tax Appeals, from the Circuit Court's decision, to the United States Supreme Court in order that the question might be finally settled. Upon a review (of the Circuit Court's opinion) by the Attorney General of the United States, however, it was decided that the Circuit Court's opinion was sound, and therefore no appeal was taken to the United States Supreme Court.

About six months ago the Federal Board of Tax Appeals ruled that when the Dallas warehouse organization transferred, to its principal creditor, real estate in consideration of cancellation of its indebtedness, which indebtedness was in excess of the company's net equity in the property, it received profit equal to the difference between the equity and the canceled indebtedness.

The Dallas company occupies a building, constructed by the Terminal Building Corporation of Dallas, under a 20-year lease and fell behind in its rent payments until, in 1928, it owed the building corporation about \$110,000. To settle this indebtedness, the warehouse firm transferred to the building corporation real estate at an appraised value of \$42,507.20, subject to a mortgage of \$25,000. This the building corporation accepted in full satisfaction of the debt.

The United States Board of Tax Appeals, in holding the Dallas warehouse company liable for tax (which the warehouse contended was not collectable), ruled as follows:

"This case does not involve a cash payment of a part of a debt and the forgiveness of the balance, a general composition of creditors, nor bankruptcy, nor a situation where the debtor was still insolvent or left without assets after the debt cancellation or forgiveness, but a transfer of property in cancellation of the entire debt, leaving the taxpayer solvent. . . . In any event it is the debtor before us, not the creditor. The petitioner being the debtor, treated the excess over cost of property less depreciation as being taxable income. The use of the capital asset, to wit its property, which it used in having its indebtedness canceled or reduced, involves the use of capital in securing its enrichment."

This decision by the Board of Tax Appeals was appealed by the warehouse firm to the United States Circuit Court of Appeals. The case was argued at New Orleans on March 5.

The Circuit Court of Appeals, in now reversing the tax Board's ruling and upholding the warehouse company, held that in effecting a settlement the result accomplished was not that the debtor acquired something of exchangeable value in addition to what he had before. It held that there had been a reduction or extinguishment of liabilities without any increase in assets, as was claimed by the Dallas warehouse company in the original instance.

For information of warehousemen's attorneys, this case is reported in 70 Fed. (2d) 95.

## Warehouse Office Is Raided by Bandits

The offices of the Fulton Market Cold Storage Company, on West Fulton Street in Chicago, were invaded by three bandits who "stuck up" the employees on July 28 and escaped with payroll and other funds amounting to \$1,000. Their automobile, with a fourth man at the wheel, had been parked in front of the building.

The firm's president, Vallee O. Appel, a past general president of the American Warehousemen's Association, was traveling abroad at the time.

## Position Wanted

**BY** man with several years of experience as traffic manager and estimator for a large long-distance moving organization, as well as accumulated experience in storage and warehousing.

### References.

Address Box N-658, care of *Distribution and Warehousing*, 249 West 39th Street, New York City.

## Davidson Expands

The Davidson Transfer & Storage Co., Baltimore, has purchased from the American Ice Company a large warehouse and wharf property at Key Highway and Laurel Street. The land has area 197 by 356 feet, and the buildings include a three-story warehouse, a loading platform and a garage. The Davidson firm plans to erect a \$25,000 machine shop for maintenance of its motor equipment.

## Kendall in City Plan Group

Jackson M. Kendall, vice-president of the Crown Transfer & Storage Co., Inc., Pasadena, Cal., and president of Yellow Vans Associated, has been appointed a member of the board of directors of the City Planning Commission of Pasadena—the first warehouse executive to be so honored.

## Construction Developments Purchases, Etc.

(Concluded from page 53)

**New York City**—Strand Moving & Storage Co., Inc., 344 East 32nd Street, has filed notice of company dissolution under State laws.

### North Carolina

**Albemarle**—E. & H. Motor Lines, Inc., has plans for a 1-story warehouse and motor freight terminal, 40 by 100 feet, on West Main Street.

**Fayetteville**—Port Committee of City Council has been granted an \$87,000 Federal loan to finance construction of terminal buildings to include a 1-story dock warehouse unit.

**Morehead City**—Port Commission has been granted a \$425,000 Federal loan to finance construction of warehouse and terminal buildings at local harbor.

**Sanford**—Lee Warehouse Co. has approved plans for a \$30,000 1-story warehouse, 126 by 200 feet, on Wicker Street.

### Ohio

**Canton**—McKinley Storage & Transfer Co. has removed its business to a 3-story and 2-story fireproof warehouse, containing 750,000 cubic feet of warehouse space, at 700 Cherry Avenue Southeast. The building has a railroad siding and platform and loading space for 29 trucks.

### Oregon

**Portland**—Northwestern Ice & Cold Storage Co. has awarded a contract for extensions and improvements in its 3-story cold storage warehouse at 112 Southeast Morrison Street, to cost about \$25,000.

### Pennsylvania

**Philadelphia**—Armour Storage Co. has leased, and will occupy for storage service, the 1-story building at 1126-1128 Vine Street.

### Washington

**Leavenworth**—Leavenworth Fruit & Cold Storage Co. has approved plans for a \$23,000 1-story cold storage warehouse, 40 by 110 feet.

### Wisconsin

**Milwaukee**—Hansen Storage Co. has awarded a general contract for a \$40,000 1-story warehouse, 88 by 207 feet, at 559-581 East Erie Street.

## Barry Income Up 82%

Gross income of the Barry Transfer & Storage Co., Inc., Milwaukee, for the first seven months of 1934 showed a gain of 82 per cent over that during the corresponding period in 1933, according to James W. T. Barry, the firm's president.

During the past July the income, while 9 per cent under June's, was 48 per cent higher than in July of the previous year.

Since Jan. 1 the company has purchased twenty-five new trucks and trailers at a cost of \$26,000.

# WHERE TO BUY

The purpose of this department each month is to keep you informed of all products, supplies, etc., that you normally use in your business plus new products that are from time to time placed on the market.

We ask that you refer to the "Where-to-Buy" department and keep posted on the new, as well as the old firms whose aim it is to help

you save and earn more in the operation of your business.

Should you not find listed or advertised in this "Where-to-Buy" department the product you wish to purchase, please write us and we will be glad to send you the makers name and address.

Our desire is to serve you in every way we can.

**Distribution and Warehousing**  
249 West 39th St., New York, N. Y.

## ALARMS (Fire)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.

## BODIES (Van)

American Car & Foundry Co.; 30 Church St., New York, N. Y.  
Bender Body Co.; W. 62nd & Denison Ave., Cleveland, Ohio.  
Burch Body Co.; Rockford, Mich.  
Cook Wagon Works, Inc., A. E.; 77 E. North St., Buffalo, N. Y.  
Donigan & Nielson; 743-747 Third Ave., Brooklyn, N. Y.  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Fitzgibbon & Crisp, Inc.; Trenton, N. J.  
**Gerstenslager Co.; Wooster, Ohio.**  
Guedelmeier Wagon Co., John; 202 Kentucky Ave., Indianapolis, Ind.  
Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.  
Maday, M.; 1756 Genesee St., Buffalo, N. Y.  
Met-L-Wood Corp.; 6755 W. 65th St., Chicago, Ill.  
Niagara Body Co.; 3070 Main St., Buffalo, N. Y.  
Proctor-Keeffe Body Co.; 7741 Dix Ave., Detroit, Mich.  
Roeloff, Inc., Kendall Square, Boston, Mass.  
Schaefer Wagon Co., Gustav; 4168 Lorain Ave., Cleveland, Ohio.  
Schukraft Truck Bodies; 1201 Washington Blvd., Chicago, Ill.  
Taekens Bros.; 1015 Harrison St., Flint, Mich.  
U. S. Body & Forging Co., Inc.; 135 Tonawanda St., Buffalo, N. Y.  
Whitfield & Sons; Penn Yan, N. Y.  
Wiedman Body Co., Geo.; North Tonawanda, N. Y.

**Get a Van Body Job  
You Can Brag About**



**THE GERSTENSLAGER CO.**

The Only Exclusive Van Body Builders in the  
United States

**WOOSTER, OHIO**

*Pioneer Builders of Aluminum Vans*

## BOXES (Moving)

Anderson Box & Basket Co., Drawer No. 10, Audubon District, Henderson, Ky.  
Backus, Jr., & Son, A.; Dept. 5, Trumbull & Fort St., Detroit, Mich.  
Byrnes, Inc., W. L.; 446-448 E. 134th St., New York, N. Y. (Piano)  
Eclipse Box & Lumber Co.; 18-20 Wooster St., New York, N. Y.  
Wile Co., G. R.; Watertown, Wis.  
Hend Mfg. Co.; Bern Ind.  
**Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.**  
(See advertisement elsewhere in this issue.)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

## DEMOUNTABLE TRUCK BODIES

*Write for Information*

**ROLOFF, INC.**

**KENDALL SQUARE  
BOSTON, MASS.**

## BOX STRAPPING (Machines and Supplies)

Acme Steel Goods Co.; 2886 Archer Ave., Chicago, Ill.  
American Casting & Mfg. Corp.; 30 Main St., Brooklyn, N. Y.  
American Steel & Wire Co.; Rockefeller Bldg., Cleveland Ohio. (strapping only)  
Cary Mfg. Co.; Manhattan Bridge Plaza, Brooklyn, N. Y.  
Harvey Spring & Forging Co.; Racine, Wis.  
Hignode Steel Strapping Co.; 2800-2820 N. Western Ave., Chicago, Ill.  
Stanley Works; Grove Hill & Lake St., New Britain, Conn.  
Tennant Sons & Co., C.; 19 W. 44th St., New York, N. Y.  
Wire & Steel Products Co.; Van Brunt & Seabring Sts., Brooklyn, N. Y.

## BRINE

Solvay Sales Corp.; 61 Broadway, New York, N. Y.

## CARPET CLEANING EQUIPMENT

American Laundry Mch. Co.; Norwood Sta., Cincinnati, Ohio.  
Arco Vacuum Corp.; 40 West 40th St., New York City.  
Bertsch & Company; Cambridge City, Ind.  
Chief Mfg. Co.; 806 Beecher St., Indianapolis, Ind. (Boaters, stationary.)  
Cleveland Rug Cleaning Mch. Co.; East 55th St. & Erie R.R., Cleveland, Ohio.  
Electric Rotary Mch. Co.; 3246 W. Lake St., Chicago, Ill.  
Kent Co., Inc.; 542 Dominion St., Rome, N. Y. (Shampooing equipment.)  
Superior Rug Mch. Co.; 2358 Ogden Ave., Chicago, Ill.  
United Vacuum Appliance Corp.; Dept. IX, Twelfth St. & Columbia Ave., Connersville, Ind.

## CASTERS (Truck)

Adams Co.; Dubuque, Iowa.  
American Caster Co.; P. O. Box 524, Hamilton, Ohio.  
**Bannick Co.; 38 Austin St., Bridgeport, Conn.**  
(See advertisement elsewhere in this issue.)  
Bond Foundry & Mch. Co.; Manheim, Lancaster County, Pa.  
Buffalo Puller & Caster Co., Inc.; 175 Breckenridge St., Buffalo, N. Y.  
Clark Co., George P.; 4 Canal St., Windsor Locks, Conn.  
Colson Co.; Box 550, Elyria, Ohio.

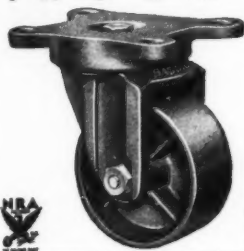


## CASTERS (Truck)—Continued

Darnell Corp., Ltd.; P. O. Box 2008 Sta. B., Long Beach, Cal.  
 Davis Bros.; 101 Whitehorse St., Utica, N. Y.  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.  
 Gussie Vase & Truck Co.; 1401 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 Jarvis & Jarvis; 200 S. Main St., Palmer, Mass.  
 Lansing Co.; 602 Cedar St., Lansing, Mich.  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y.  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis.  
 New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
 Nutting Truck Co.; 252 W. Kinzie St., Chicago, Ill.  
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
 Payson Mfg. Co.; 2920 Jackson Blvd., Chicago, Ill.  
 Phoenix Caster Co.; Hamilton, Ohio.  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Sippel Co., Wm. H.; Dept. D-W, South Bend, Ind.  
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates St., Indianapolis, Ind.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

# Bassick

## TRUCK CASTERS



Over 438 sizes and  
types for every class  
of service.

Write for catalog and  
complete information to

**THE BASSICK CO.**  
BRIDGEPORT CONN.

## CLOCKS (Time and Watchmen's)

American District Telegraph Co.; 155 Sixth Ave., New York, N. Y.  
 Dextel Watchclock Corp.; 4147 E. Ravenswood Ave., Chicago, Ill. (Watchmen's only)  
 Howard Clock Co., E.; 206 Euclid St., Boston, Mass.  
 International Time Recording Co.; 270 Broadway, New York, N. Y.  
 Simpler Time Recorder Co.; Lincoln Blvd., Gardner, Mass.  
 Stromberg Elec. Co.; 223 W. Erie St., Chicago, Ill. (Time only)

## CONTAINERS (Shipping)

Backus, Jr. & Sons, A.; Dept. S, Trumbull & Fort Sts., Detroit, Mich.  
 Bird & Son, Inc.; Mill St., East Walpole, Mass.  
 Hummel & Downing; Milwaukee, Wis.  
 King Stge. Whse., Inc.; Erie Blvd. at S. West St., Syracuse, N. Y.  
 Lewis Co., G. L.; Watertown, Wis.  
 Mt. Vernon Car & Mfg. Co.; Mt. Vernon, Ill.  
 Trucon Steel Co.; Cleveland, Ohio.  
 Wisconsin Box Co.; P. O. Box 297, Wausau, Wis.

## CONVEYORS

Alvey-Ferguson Co.; 75 Bisney Ave., Cincinnati, Ohio. (Gravity)  
 Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo. (Portable, power and gravity)  
 Bartlett & Snow Co., C. O.; 6218 Harvard Ave., Cleveland, Ohio.  
 Bodinson Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Portable and gravity)  
 Brown Hoisting Mch. Co.; 4408 St. Clair St., N. E., Cleveland, Ohio.  
 Chain Belt Co.; 736 Park St., Milwaukee, Wis.  
 Clark Tractor Co.; Battle Creek, Mich.  
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
 Jeffrey Mfg. Co.; 889 N. Fourth St., Columbus, Ohio.  
 Lamson Co.; Syracuse, N. Y. (Portable and gravity)  
 Link-Belt Co.; 300 W. Pershing Rd., Chicago, Ill. (Portable and gravity)  
 Logan Co.; 201 N. Buchanan St., Louisville, Ky. (Portable, power and gravity)  
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa.  
 Mathews Conveyor Co.; 120 Tenth St., Ellwood City, Pa. (Gravity)  
 McKinney-Harrington Conveyor Co.; North Chicago, Ill. (Portable and stationary)  
 Ogden Iron Works Co.; 2257 Lincoln Ave., Ogden, Utah.  
 Otis Elevator Co.; 26th St. and 11th Ave., New York, N. Y. (Gravity)  
 Portable Machinery Co.; 17 Lakeview Ave., Clifton, N. J. (Portable)  
 Richards-Wilcox Mfg. Co.; 516 W. Third St., Aurora, Ill.  
 Standard Conveyor Co.; Dept. 12, 315 Second Ave., N. W., North St. Paul, Minn. (Portable, power and gravity)  
 Stearns Conveyor Co.; E. 200th St. & St. Clair Ave., Cleveland, Ohio.

## CORDAGE

Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa. (Flat)  
 (See advertisement elsewhere in this issue)

## COVERS (Paper Furniture)

Ace Paper Co., Inc.; 127 Bleecker St., New York, N. Y.  
 Pilcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

## COVERS (Piano)

Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Breen, Wm. H.; 219 Kutherford Ave., Charlestown, Mass.  
 Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.  
 (See advertisement elsewhere in this issue)  
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
 (See advertisement elsewhere in this issue)  
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.  
 Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.  
 (See advertisement elsewhere in this issue.)  
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
 (See advertisement elsewhere in this issue)  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
 Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

COVERS (Truck)  
(Tarpaulins)

Baker-Lockwood Mfg. Co., Inc.; McGee Trafficway at 23rd St., Kansas City, Mo.  
 Barnett Canvas Goods & Bag Co.; 131 Arch St., Philadelphia, Pa.  
 Boyle & Co., Inc.; 112-114 Duane St., New York, N. Y.  
 Breen, Wm. H.; 219 Kutherford Ave., Charlestown, Mass.  
 Carnie-Gouldie Mfg. Co.; 26th & Penn., Kansas City, Mo.  
 Carpenter & Co., Geo. B.; 440 N. Wells St., Chicago, Ill.  
 Channon Co., H.; 149 N. Market St., Chicago, Ill.  
 Clifton Mfg. Co.; Waco, Texas.  
 Des Moines Tent & Awning Co.; 913 Walnut St., Des Moines, Iowa.  
 Ehrick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.  
 Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
 (See advertisement elsewhere in this issue.)  
 Goss Co., J. C.; Woodbridge & Bates St., Detroit, Mich.  
 Hettrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
 Hoegge Co., Inc., Wm. H.; 133 S. Main St., Los Angeles, Cal.  
 Hooper & Sons Co., Wm. E.; 3502 Parkdale St., Baltimore, Md.  
 Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
 Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
 Jacksonville Ship Chandlery & Awning Co.; Dept. H, 231-9 E. Bay St., Jacksonville, Fla.  
 Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
 Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.  
 (See advertisement elsewhere in this issue.)  
 Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
 Smith Co., Arthur F.; 139 Spring St., New York, N. Y.  
 U. S. Tent & Awning Co.; 707 N. Sangamon St., Chicago, Ill.  
 Upson-Walton Co.; 1245 W. Eleventh St., Cleveland, Ohio.  
 The Wagner Awning & Mfg. Co.; 2658 Scranton Road, Cleveland, Ohio.  
 Werner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.

## DOLLIES

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

Boxes, Cartons, Bassick Casters, Covers, Dollies,  
Excelsior, White Tar Naphthalene, Lumber, Pads,  
Paper, Tar Paper, Twines



Complete line Warehouse and Van Equipment  
and Supplies

VAN OWNERS PURCHASING BUREAU, INC.

W. C. PETRY NEW YORK, N. Y. 144 Columbus Ave.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

**DOORS (Cold Storage, Elevator and Fire)**

California Fpt. Door Co.; 1919 E. 51st St., Los Angeles, Cal. (Fire)  
 Cornell Iron Works; 77 Marion St., Long Island City, N. Y. (Elev. and fire)  
 Gillen-Cole Co.; 15th & Overton Sts., Portland, Ore. (Cold stge.)  
 Harris-Preble Door Co.; 228 N. LaSalle St., Chicago, Ill. (Fire)  
 Jamison Cold Stge. Door Co.; P. O. Box 26, Hagerstown, Md. (Cold stge.)  
 Kinnear Mfg. Co.; 1270 Fields Ave., Columbus, Ohio. (Fire)  
 Merchants & Evans Co.; 2035 Washington Ave., Philadelphia, Pa. (Fire)  
 National Refrigerator Co.; 827 Koelke Ave., St. Louis, Mo. (Cold stge.)  
 North American Iron Works; 116-136 57th St., Brooklyn, N. Y. (Fire)  
 Peelle Co., The; Harrison Pl. & Stewart Ave., Brooklyn, N. Y. (Elevator)  
 Richards-Wilcox Mfg. Co.; 316 W. Third St., Aurora, Ill. (Fire)  
 Richmond Fpt. Door Co.; N. W. Fourth & Center Sts., Richmond, Ind. (Elev. and fire)  
 Security Fire Door Co.; 3044 Lambdin Ave., St. Louis, Mo. (Elev. and fire)  
 Smith Wire & Iron Works, F. P.; Fullerton, Clybourne & Ashland Aves., Chicago Ill. (Fire)  
 Tyler Co., W. S.; 3621 Superior Ave., N. E., Cleveland, Ohio. (Elev.)  
 Variety Mfg. Co.; 2958 Carroll Ave., Chicago, Ill. (Cold stge. and fire)  
 Vulcan Rail & Const. Co.; Grand St. & Garrison Ave., Maspeth, N. Y. (Fire)  
 Ward Refrig. & Mfg. Co.; 6501 S. Alameda St., Los Angeles, Cal. (Cold stge.)  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Elev.)  
 Wilson Corp., J. G.; Box 1194, Norfolk, Va. (Fire)

**ELEVATORS**

Alvey-Ferguson Co., Inc.; 75 Blaney Ave., Oakley, Cincinnati, Ohio.  
 Montgomery Elev. Co.; 30 Twentieth St., Moline, Ill. (Passenger and freight)  
 Otis Elevator Co.; Eleventh Ave. & 26th St., New York, N. Y.  
 Warsaw Elev. Co.; 216 Fulton St., Warsaw, N. Y. (Passenger and freight)

**ELEVATORS (Portable)**

Alvey Mch. Co.; 3200 S. Broadway, St. Louis, Mo.  
 Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Jeffrey Mfg. Co.; 959 N. Fourth St., Columbus, Ohio.  
 L. W. Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Link-Belt Co.; 2045 Hunting Park Ave., Philadelphia, Pa.  
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J.

**EXCELSIOR**

Allen, Inc., Charles M.; Fulton, N. Y.  
 American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
 Orange Mfg. Co.; Edand, N. C.  
 Phillips Excelsior Co.; Chattanooga, Tenn.  
 Sheboygan Pad Co.; 1801-5 Erie Ave., Sheboygan, Wis.

**EXTERMINATORS (Rat or Mice)**

Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
 Ratlin Laboratory, Inc.; 116 Broad St., New York, N. Y.

**EXTINGUISHERS (Fire)**

American-La France and Foamite Corp.; 900 Erie St., Elmira, N. Y.  
 Du-Gas Fire Extinguisher Corp.; 307 5th Ave., New York, N. Y.  
 Elkhart Brass Mfg. Co.; 1302 W. Beardsley Ave., Elkhart, Ind.  
 Oil Conservation Eng. Co.; 877 Addison Rd., Cleveland, Ohio.  
 Pacific Fire Extinguisher Co.; 440 Howard St., San Francisco, Cal.  
 Pyrene Mfg. Co.; 560 Belmont Ave., Newark, N. J.  
 Safety Fire Extinguisher Co.; 290 Seventh Ave., New York, N. Y.  
 Solvay Sales Corp.; 61 Broadway, New York, N. Y.

**FLOOR REPAIRING MATERIAL**

Bucild Chemical Co.; 7012 Euclid Ave., Cleveland, Ohio.  
 Master Builders Co.; 7016 Euclid Ave., Cleveland, Ohio

**FREIGHT FORWARDERS (General)**

Empire Freight Co.; offices, New York, 117 Liberty St.; Boston, Mass., 93 Huntington Ave.; Chicago, Ill., 53 W. Jackson Blvd.; Los Angeles, Cal., 324 N. San Pedro St.; San Francisco, Cal., Room 478, Monadnock Bldg., 681 Market St.

**FUMIGATING EQUIPMENT**

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
 Haskellite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

**HOISTS (Chain and Electric)**

Atlas Traller & Water Mufflers, Inc.; U. S. Natl. Bank Bldg., Galveston, Texas (Elec.)  
 Boston & Lockport Block Co.; 100 Condor St., East Boston, Mass. (Chain)  
 Box Crane & Hoist Corp.; Trenton Ave. & E. Ontario St., Philadelphia, (Elec.)  
 Chisholm-Moore Hoist Corp.; 4056 Lakeside Ave., Cleveland, Ohio. (Chain)  
 Ford Chain Block Co.; Second & Diamond Sts., Philadelphia, Pa. (Chain)  
 Harnischfeger Corp.; 4401 West National Ave., Milwaukee, Wis. (Chain and elec.)  
 Harrington Co.; Callowhill & 17th St., Philadelphia, Pa. (Chain and elec.)  
 Hobbs Co., Clinton E.; 203 Chelsea St., Everett Sta., Boston, Mass. (Chain and elec.)  
 Loudon Mch. Co.; 1116 Broadway, Fairfield, Iowa. (Chain)  
 New Jersey Fdry. & Machine Co.; Garwood, N. J.  
 Reading Chain & Block Corp.; 2100 Adams St., Reading, Pa. (Chain and elec.)  
 Hooper Crane & Hoist Works, Inc.; 1776 N. Tenth St., Reading, Pa. (Chain)  
 Wright Mfg. Co.; York, Pa. (Chain)  
 Yale & Towne Mfg. Co.; 4830 Tacony St., Philadelphia, Pa. (Chain and elec.)

**INSECTICIDES**

American Cynamid Co.; Rockefeller Plaza—49th St. & 5th Ave., New York, N. Y.  
 Barrett Co.; 40 Rector St., New York, N. Y.  
 Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
 Carbide & Carbon Chemicals Corp.; 30 E. 42nd St., New York, N. Y. (Gas)  
 Cenol Co., Dept. M; 4250-56 No. Crawford Ave., Chicago, Ill.  
 Copeland Sanitation Co.; 263 W. 54th St., New York, N. Y.  
 Enus Chemical Co.; 2367 Logan Blvd., Chicago, Ill.  
 Furniture Fumigation Corp.; 500 Fifth Ave., New York, N. Y.  
 Girard Co., Inc., Felix, Fourth Ave. and Franklin, Minneapolis, Minn.  
 Gottlieb Chemical Co.; 148 W. 24th St., New York, N. Y.  
 Grasselli Chemical Co.; Guardian Bldg., Cleveland, Ohio.  
 Michigan Alkali Co.; 10 East 40th St., New York, N. Y.  
 Midway Chemical Co.; 5235-5259 W. 65th St., Chicago, Ill.  
 National Home Sanitation Co., Dept. AA 627 First Ave., North, Minneapolis, Minn.  
 Potter Mfg. Co., Inc.; Dept. H, 12 Henry St., Bloomfield, N. J.  
 Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
 (See advertisement elsewhere in this issue.)  
 Wells, E. S.; Jersey City, N. J.  
 West Disinfecting Co.; 42-16 Barn St., Long Island City, N. Y.  
 White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
 (See advertisement on page 59 of this issue)  
 Wizard, Inc.; 5235-5259 W. 65th St., Chicago, Ill.

**If You Were Convinced**

That Berlou will fulfill all of the claims made for it—that it will actually prevent moth damage for the life of articles treated—you would certainly want to be a Berlou dealer, wouldn't you?

**Berlou Absolutely Cannot Fail**

Time and use as well as laboratory tests prove every claim. Berlou penetrates articles treated like a dye and, like dye, it becomes an actual part of the material. The experience of hundreds of warehouse operators throughout the United States is our best recommendation.

**Better Still**

Send \$5 for a trial gallon. It will bring you a profit of from \$20 to \$25. We will send you complete instructions.

For complete information write

**NATIONAL HOME SANITATION CO.**

627 First Avenue North

Minneapolis, Minn.

**SPECIAL REDUCED FREIGHT RATES**

With Private Through Car Loadings to and from the Far West and Pacific Coast

**HOUSEHOLD GOODS and AUTOMOBILES**

An Efficient Service Based on Years of Knowledge and Experience

**BEST FACILITIES FOR CARLOAD DISTRIBUTION**

Domestic and Foreign Shippers, Forwarders and Distributors



Foreign and Domestic Lift Van Service for Household Goods

**EMPIRE FREIGHT COMPANY**

Incorporated

New York City, N. Y.  
117 Liberty St.

CHICAGO, ILL.  
53 W. Jackson Blvd.

Philadelphia, San Francisco, Oakland, Seattle, Portland

Boston, Mass.  
93 Huntington Ave.  
LOS ANGELES, CAL.  
316 Commercial St.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

A rolling-stone advertiser is one who is always about to get some benefit out of his advertising, but who never does.

## NAPHTHALENE FLAKES

Barrett Co.; 40 Rector St., New York, N. Y.  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.



# MOTH PROTECTION

Constant vigilance is necessary to insure absolute protection against damage by moths.

In the home or in the warehouse, the surest, easiest and cheapest protection is secured by using

# WHITE TAR NAPHTHALENE FLAKES

To keep them clean and free from moths, roll or wrap your rugs, carpets and draperies in

## Pine Tar Paper

This will protect them completely and is simple, effective and inexpensive

Prices and full information upon request.

### THE WHITE TAR COMPANY OF NEW JERSEY, Inc.

A Subsidiary of the Koppers Co.  
Belleville Turnpike, Kearny, N. J.

Dept. W.

Phone Kearny 2-3600



## PADS (Canvas Loading)

Barnett Canvas Goods & Bag Co.; 181 Arch St., Philadelphia, Pa.  
Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
Buffalo Pad and Quilt Co.; 403 Broadway, Buffalo, N. Y.  
Canvas Specialty Co., Inc.; 200 Canal St., New York, N. Y.  
Chicago Quilt Mfg. Co.; 1357 Roosevelt Rd., Chicago, Ill.  
Erick & Co., Fred; 36th St. at Third Ave., Brooklyn, N. Y.  
Fulton Bag & Cotton Mills; Box 1726, Atlanta, Ga.  
Goss Co., J. C.; Woodbridge & Bates Sts., Detroit, Mich.  
Gotsch Co., Walter M.; 630 W. Adams St., Chicago, Ill.  
Herrick Mfg. Co.; D. W. 28, Summit & Magnolia Sts., Toledo, Ohio.  
Humphry's Sons, R. A.; 1020 Callowhill St., Philadelphia, Pa.  
Iden Warehouse Supply Co.; 364 Washington Blvd., Chicago, Ill.  
Louisville Bedding Co.; Preston & Market Sts., Louisville, Ky.  
Malah Bedding Co., Clifford W.; 1501 Freeman Ave., Cincinnati, Ohio.  
Malah Co., Chas. A.; 1133 Bank St., Cincinnati, Ohio.  
Mallete Textile Co.; 1205 S. Boulevard, New York, N. Y.  
Michigan Tent & Awning Co.; 1922 W. Canfield Ave., Detroit, Mich.  
New Haven Quilt & Pad Co.; 82-86 Franklin St., New Haven, Conn.  
Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
Palmer Bros.; New London, Conn.  
Powers & Co.; 26th & Reed Sts., Philadelphia, Pa.

# IRON HORSE



Reg. U. S. Pat. Off.

## FURNITURE PADS

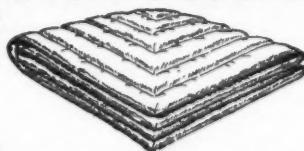
Always improving values through nineteen years of honest service.

Cut sizes 36 x 72, 54 x 72, 72 x 72, 80 x 72.

Write for prices and samples.

Van Linings  
Grand Covers Tietape

CANVAS SPECIALTY CO., Inc. 200 Canal St., N. Y. C.



## Fulco Furniture PADS

Extra-quality Furniture Pads, easily identified by the brilliant gilt-edge webbing at ends. Webbing gives longer life. Generous thickness assures perfect protection. Filler positively will not lump.

Write now for complete information, prices and terms on the New 1934 line of Fulco Furniture Pads, Radio Covers, Tarpaulins, Burlap, etc. Address nearest plant or branch listed below.

### Fulton Bag & Cotton Mills

Manufacturers Since 1870

Atlanta
St. Louis
Dallas

Minneapolis
Brooklyn
New Orleans
Kansas City, Kan.

## DREADNAUGHT FURNITURE PADS



The finest and strongest pads on the market.

### OUR PADS ARE SEWN IN 3" SQUARES

72"x80" cut size	@	\$23.50	per Doz.
54"x72" " "		18.50	" "
36"x72" " "		12.50	" "

We also make a Complete Line of FORM-FIT PADDED HOOD COVERS for every piece of Furniture.

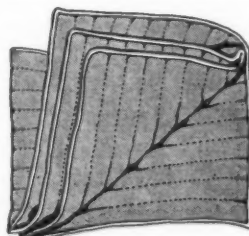
Finest quality materials and construction go into our products.

America's Largest Pad Manufacturers Since 1910

### New Haven Quilt & Pad Co.

82-86 Franklin Street

New Haven, Conn.



## POWCO FURNITURE PADS

CUT SIZE	72 x 36"
	72 x 54"
	72 x 72"
	72 x 80"

Quality pads, extra heavy cover, bound on all four sides, which means twice the service; lock-stitched, not chain stitched, prevents raveling.

Filler laid one way, stitched the opposite, prevents "thinning out" or "lumping."

Made with cotton filler, gives extra thickness and permanent body.

Furniture Tape, 1 1/2" wide, Rolls of 27 yards.

Tarpaulins  
Truck Covers  
Awnings

POWERS & CO. REED ST. 25TH TO 26TH PHILADELPHIA



**PADS (Canvas Loading)—Continued**

Seattle Tent & Awning Co.; First Ave. & Columbia St., Seattle, Wash.  
Standard Garment Co.; Michigan & Orange St., Toledo, Ohio.  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)  
Wagner Awning & Mfg. Co.; 2658 Scranton Rd., Cleveland, Ohio.  
Warner Canvas Products Co.; 2 Water St., Brooklyn, N. Y.  
Wilcox Co., M. I.; 210 Water St., Toledo, Ohio.

**PADS (Excelsior Wrapping)**

Allen, Inc., Charles M.; Fulton, N. Y.  
American Excelsior Corp.; 1000-1020 N. Halsted St., Chicago, Ill.  
Dale Bros. Excelsior Pad Co.; Grand Rapids, Mich.  
Dupre Mfg. Co.; North Ave., N. E. & So. St., Atlanta, Ga.  
Excelsior Supply Co.; Second & Smith Sts., Cincinnati, Ohio.  
Indiana Excelsior Co.; S. Keystone Ave. & Belt R.R., Indianapolis, Ind.  
Orange Mfg. Co.; Edland, N. C.  
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.  
Rochester Pad & Wrapper Co.; 1464 Lyell Ave., Rochester, N. Y.  
Sheboygan Pad Co.; 1301-5 Erie Ave., Sheboygan, Wis.  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
Washington Excelsior & Mfg. Co.; Ft. of Main St., Seattle, Wash.  
Webster Bros. & Conover Mfg. Co.; Mason City, Iowa.

**PAPER (Moth Proofing)**

White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement on page 59 of this issue)

**PAPER PACKING MATERIAL**

Abbott Associates, 417 Park Square Bldg., Boston, Mass.  
Ace Paper Co., Inc.; 127 Bleeker St., New York, N. Y.  
General Cellulose Co., Inc.; Westfield, N. J.  
Jiffy Pad & Excelsior Co.; 45 N. Washington St., Boston, Mass.  
Kimberly Clark Co.; 8 S. Michigan Ave., Chicago, Ill.  
Pitcher-Hamilton-Daily Co.; 348 N. Dearborn St., Chicago, Ill.  
Pioneer Paper Stock Co.; 448 W. Ohio St., Chicago, Ill.  
Rochester Folding Box Co.; Boxart St., Rochester, N. Y. (Fibredown)  
Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)

**PAPER (Tar)**

Van Owners Purchasing Bureau, Inc.; 144 Columbus Ave., New York, N. Y.  
(See advertisement elsewhere in this issue.)  
White Tar Co.; Dept. W., Belleville Turnpike, Kearny, N. J.  
(See advertisement on page 59 of this issue)

**PARTITIONS (Steel)**

Cyclone Fence Co.; Box 517, Waukegan, Ill.  
Ebinger Sanitary Mfg. Co., D. A.; 150 Lucas St., Columbus, Ohio.  
Edwards Mfg. Co.; 529 Egginton Ave., Cincinnati, Ohio.  
Hauserman Co., E. F.; 6991 Grant Ave., Cleveland, Ohio.  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Mills Co., The; Wayside Rd. & Nickel Plate R. R., Cleveland, Ohio.  
Page Fence Assn.; Dept. Z, 520 N. Michigan Ave., Chicago, Ill.  
Phoenix Wire Works; 1940 E. Kirby Ave., Detroit, Mich.  
Smith, P. P.; Wire & Iron Works; Fullerton, Clibourn & Ashland Aves., Chester St., Chicago, Ill.

**PIANO DERRICKS AND TRUCKS**

Breen, Wm. H.; 219 Rutherford Ave., Charlestown, Mass.  
Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Trucks only)  
Iden Warehouse Supply Co.; 564 Washington Blvd., Chicago, Ill.  
Self-Lifting Piano Truck Co.; Pimpany, Ohio.  
(See advertisement elsewhere in this issue.)

**PRINTING**

Milbin Printing Co.; 140 West 22nd St., New York City.

## PRINTING WAREHOUSE FORMS OF EVERY DESCRIPTION

Leading household storage warehousemen find Milbin Standard Warehouse Forms help them conduct their business more efficiently.

- We will gladly send on request The Milbin Portfolio of Standard Warehouse Forms, which contains the forms that should be used by all progressive warehouses.

LET US SUBMIT SAMPLES AND ESTIMATES ON YOUR PRINTING REQUIREMENTS

**MILBIN PRINTING CO., INC.**  
140 WEST 22ND STREET, N. Y. C.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

**RACKS (Storage)**

Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill.  
Berger Mfg. Co.; 1089 Belden Ave., N. E., Canton, Ohio.  
De Luxe Metal Furniture Co.; 205 E. 42nd St., New York, N. Y.  
Economy Eng. Co.; 2691 W. Van Buren St., Chicago, Ill.  
Heller & Sons, P. A.; 219 Griswold St., Detroit, Mich.  
Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
Lupton's Sons Co., David; 2270 E. Allegheny Ave., Philadelphia, Pa.  
Lyon-Metal Products, Inc.; Drawer 480, Aurora, Ill.  
Market Forge Co.; Garney St., Everett, Mass.  
Medart Mfg. Co., Fred; Pontiac & DeKalb Sts., St. Louis, Mo.  
New Britain Mche. Co.; 140 Chestnut St., New Britain, Conn.  
Revolator Co.; 336 Garfield Ave., Jersey City, N. J.

**RECORDERS (Motor Truck)**

Electric Tachometer Corp.; Broad & Spring Garden Sts., Philadelphia, Pa.  
Ommer Fare Register Co.; 740 Bolander St., Dayton, Ohio.  
Service Recorder Co.; 1422 Euclid Ave., Cleveland, Ohio.  
Stewart-Warner Speedometer Corp.; Diversey Blvd., Chicago, Ill.  
U. S. Recording Instruments Corp.; 511 W. 54th St., New York, N. Y.  
Veeder Mfg. Co.; 54 Sargent St., Hartford, Conn.

**SAWS (Portable Machine)**

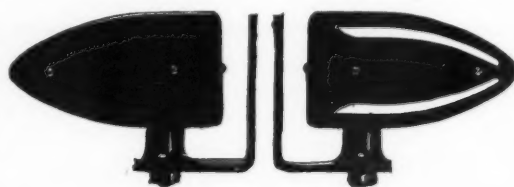
C. H. & E. Mfg. Co.; N. E. Cor. Clinton & Mineral Sts., Milwaukee, Wis.  
Challenge Co.; 193 River St., Batavia, Ill.  
Fairbanks, Morse & Co.; 909 S. Wabash Ave., Chicago, Ill.  
Kennedy, Ralph; 111 N. Seventh St., Philadelphia, Pa.  
Leach Co.; S. Main & Sixth Sts., Oshkosh, Wis.  
Lippert Saw Co., E. T.; 608 Lincoln Ave., Millvale, Pittsburgh, Pa.  
New Holland Machine Co.; New Holland, Pa.  
Onan & Sons, D. W.; 43 Royalston Ave., Minneapolis, Minn.  
Skilaw, Inc.; 8310 Elston Ave., Chicago, Ill.  
Speedway Mfg. Co.; 1834 S. 52nd Ave., Cicero, Ill.  
Taylor Iron Works & Supply Co.; P. O. Box 215, Macon, Ga.  
Wallace & Co., J. D.; 134 S. California Ave., Chicago, Ill.

**SCALES**

Buffalo Scale Mfg. Co., Inc.; 1200 Niagara St., Buffalo, N. Y.  
Dayton Scale Co.; Dayton, Ohio.  
Exact Weight Scale Co.; 944 W. Fifth Ave., Columbus, Ohio.  
Fairbanks & Co., E. T.; St. Johnsbury, Vt.  
Fairbanks, Morse & Co.; 900 S. Wabash Ave., Chicago, Ill.  
Jaston Scale Co.; Beloit, Wis.  
Howe Scale Co.; Rutland, Vt.  
International Scale Co.; 270 Broadway, New York, N. Y.  
Kron Co.; 1720 Fairfield Ave., Bridgeport, Conn.  
Merrick Scale Mfg. Co.; 150-156 Autumn St., Passaic, N. J.  
Standard Scale & Supply Co.; 412 First Ave., Pittsburgh, Pa.  
Stimpson Computing Scale Co.; Logan & Breckenridge Sts., Louisville, Ky.  
Toledo Scale Co.; Toledo, Ohio.

**SIGNALS**

Turn Signal Corp., 400 E. Rittenhouse Ave., Phila., Pa.



## This Turning Signal

Is Built to Last

Its Flashing Light Attracts  
Attention and Increases  
Distance of Visibility

Is Easily Installed  
Ruggedly Constructed  
Reasonable in Price

Solves Cutoff Problems

Officially approved by all States requiring  
turn signalling equipment

**TURN SIGNAL**  
CORPORATION

400 E. RITTENHOUSE ST. (Germantown) PHILA., PA.

## STENCIL CUTTING MACHINES

Bradley Mfg. Co., A. J.; 101 Beckman St., New York, N. Y.  
 Diagraph Stencil Mch. Corp.; 2918 Clark Ave., St. Louis, Mo.  
 Ideal Stencil Mch. Co.; 22 Ideal Bldg., Belleville, Ill.  
 Marsh Stencil Mch. Co.; 35 March Bldg., Belleville, Ill.

## TIRES (Industrial Truck)

Goodrich Rubber Co., B. F.; Akron, Ohio.  
 (See advertisement elsewhere in this issue)

## TIRES (Motor Truck)

Firestone Tire & Rubber Co.; So. Main St., Akron, Ohio.  
 Fink Rubber Co.; Chicopee Falls, Mass.  
 General Tire & Rubber Co.; E. Market St., Akron, Ohio.  
 Goodrich Rubber Co., B. F.; Akron, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Goodyear Tire & Rubber Co.; 144 E. Market St., Akron, Ohio.  
 (See advertisement elsewhere in this issue.)  
 Kelly-Springfield Tire Co.; 1775 Broadway, New York, N. Y.  
 Mohawk Rubber Co.; 1235 Second Ave., Akron, Ohio.  
 Seiberling Rubber Co.; Akron, Ohio.  
 United States Rubber Co.; 1790 Broadway, New York, N. Y.

## TRAILERS (Motor Truck)

Fruehauf Trailer Co.; 10936 Harper Ave., Detroit, Mich.  
 (See advertisement elsewhere in this issue.)  
 General Motors Truck Co.; Pontiac, Mich.  
 (See advertisement elsewhere in this issue.)  
 Gramm Motors, Inc.; Delphos, Ohio.  
 Highway Trailer Co.; Edgerton, Wis.  
 Reo Motor Car Co.; Lansing, Mich.  
 Stoughton Co.; Stoughton, Wis.  
 Trailer Co. of America; 31st and Robertson, Cincinnati, Ohio  
 Truck Equipment Co.; 1791 Fillmore Ave., Buffalo, N. Y.  
 Utility Trailer Mfg. Co.; Box 1407, Arcade Station, Los Angeles, Cal.

## TRUCKS (Hand)

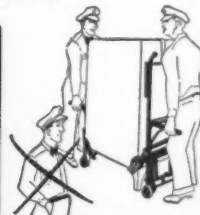
American Pulley Co.; 4290 Wissahickon Ave., Philadelphia, Pa.  
 (All steel stevedore)  
 (See advertisement on page 1 of this issue.)  
 Anderson Box & Basket Co.; Drawer No. 10, Audubon District, Henderson, Ky.  
 (Platform)  
 Barrett-Cravens Co.; 3264 West 30th St., Chicago, Ill. (Lift, stevedore and platform)  
 Bodison Mfg. Co.; 4401 San Bruno Ave., San Francisco, Cal. (Platform)  
 Chase Fdry. & Mfg. Co.; 2340 Parsons Ave., Columbus, Ohio.  
 Clark Co.; Geo. P.; 4 Canal St., Windsor Locks, Conn. (Lift, platform and stevedore)  
 Colson Co.; Box 550, Elyria Ohio. (Platform and stevedore)  
 Electric Wheel Co.; Walton Heights, Quincy, Ill. (Platform and stevedore)  
 Excelsior Plimptruck Co.; Woodland Ave., Stamford, Conn. (Lift, platform and stevedore)  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y. (Lift, platform and stevedore)  
 Globe Vise & Truck Co.; 1451 Front St., N. W., Grand Rapids, Mich.  
 Hamilton Caster & Mfg. Co.; Hamilton, Ohio.  
 Howe Chain Co.; 2-30 E. Clay Ave., Muskegon, Mich.  
 Howe Scale Co.; Rutland, Vt.  
 Jarvis & Jarvis, Inc.; 200 S. Main St., Palmer, Mass.  
 Kent Machine Co.; Kent, Ohio.  
 Lansing Co.; 602 Cedar St., Lansing, Mich. (Platform and stevedore)  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass. (Lift and stevedore)  
 Lyon Iron Works, Inc.; Box A, Greene, N. Y. (Lift and platform)  
 McKinney Mfg. Co.; Liverpool & Metropolitan Sts., Pittsburgh, Pa. (Stevedore)  
 Marion Malleable Iron Works; Box 689, 928 Miller Ave., Marion, Ind. (Dolly)  
 Market Forge Co.; Garney St., Everett, Mass.  
 Menasha Wood Split Pulley Co.; P. O. Box No. J, Menasha, Wis. (Lift and stevedore)  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 Norman, Wm. A.; 180 N. Michigan Ave., Chicago, Ill.  
 Nutting Truck Co.; 252 Kinzie St., Chicago, Ill. (Platform and stevedore)  
 Orangeville Mfg. Co.; Orangeville, Pa. (Stevedore)  
 Revolver Co.; 336 Garfield Ave., Jersey City, N. J. (Lift)  
 Saginaw Stamping & Tool Co.; Saginaw, Mich.  
 Self-Lifting Piano Truck Co.; Findlay, Ohio. (Special piano)  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich. (Platform and dolly)  
 Strech & Bro., A.; 318 Eighth St., Oshkosh, Wis.  
 Transmission Ball Bearing Co., Inc.; 1005 Military Rd., Buffalo, N. Y. (Elevating and changeable platform)  
 Tucker & Dorsey Mfg. Co.; Dept. D. W., S. State & Bates Sts., Indianapolis, Ind. (Platform)  
 Warren Mfg. Co.; 10 Exchange St., Chicopee, Mass.  
 Warsaw Elevator Co.; 216 Fulton St., Warsaw, N. Y. (Platform and stevedore)  
 West Bend Equipment Co.; 200 S. Water St., West Bend, Wis.

## TRUCKS (Refrigerator)

R & R Appliance Co., Inc.; 208 E. Crawford St., Findlay, Ohio.  
 Self-Lifting Piano Truck Co.; Findlay, Ohio.

"What! No X-70 Refrigerator Trucks?  
 "I'd as soon quit business." That's the opinion of many  
 proud, satisfied owners.

This new 1934  
 Heavy Duty Model  
 fits all cabinets with  
 or without legs, or  
 in the crate, pre-  
 venting damage to  
 cabinet, floor or  
 walls. Sturdy all-  
 steel frame. One  
 truck with top cas-  
 ters and handles for  
 tilting and rolling



into delivery truck  
 and on stairs.  
 Only pads touch  
 cabinet. Complete  
 set \$34.50. Ball  
 bearing swivel cas-  
 ters on one end \$5  
 extra. Also manu-  
 facturing Balance  
 Refrigerator Trucks  
 and eleven styles of  
 piano trucks. Write  
 today for circulars.

Self-Lifting Piano Truck Co.

Findlay, Ohio

Manufacturers of Trucks Since 1901

## TRUCKS (Tiering)

Atlas Car & Mfg. Co.; 1100 Ivanhoe Rd., Cleveland, Ohio.  
 Clark Tractor Co.; Battle Creek, Mich. (also Lifting)  
 Crescent Truck Co.; 165 N. Tenth St., Lebanon, Pa.  
 Economy Eng. Co.; 2651 W. Van Buren St., Chicago, Ill.  
 Elwell-Parker Elec. Co.; 4110 St. Clair Ave., Cleveland, Ohio.  
 Excelsior Plimptruck Co.; Woodland Ave., Stamford, Conn.  
 Lewis-Shepard Co.; 124 Walnut St., Watertown Sta., Boston, Mass.  
 Mercury Mfg. Co.; 4148 S. Halsted St., Chicago, Ill.  
 New Jersey Foundry & Mch. Co.; Garwood, New Jersey. (Chain)  
 Service Caster & Truck Co.; 517 N. Albion St., Albion, Mich.  
 Terminal Eng. Co.; 75 West St., New York, N. Y.  
 Wright-Hibbard Ind. Elec. Truck Co.; Phelps, N. Y.  
 Yale & Towne Mfg. Co.; 4530 Tacony St., Philadelphia, Pa.

## VAULTS (Fumigation)

Calcyanide Co.; 60 E. 42nd St., New York, N. Y.  
 Haskelite Mfg. Corp.; 208 W. Washington St., Chicago, Ill.

## WAREHOUSE FORMS

Milbain Printing Co., Inc., 140 West 22d St., New York City.  
 (See advertisement elsewhere in this issue.)

## WHEELS (Industrial Truck)

Divine Bros. Company; 101 Whitesboro St., Utica, N. Y.  
 Fairbanks Co.; 393-399 Lafayette St., New York, N. Y.

## WORK SUITS AND UNIFORMS

Carhartt-Hamilton Cotton Mills; Michigan Ave. & Kent St., Detroit, Mich.  
 Courtney & Son, Thomas; 310 Spring St., New York, N. Y.  
 Globe Superior Corp.; Lock Drawer C, Abingdon, Ill.  
 Hart Mfg. Co.; 16 E. Livingston St., Columbus, Ohio.  
 Hirsh-Weis Mfg. Co.; 205-209 Burnside St., Portland, Ore.  
 Isaac and Son, Wm.; 88 Bowers, New York, N. Y.  
 Lamb Mfg. Co.; 1301 Wabash Ave., Terre Haute, Ind.  
 Lee Mercantile Co., H. D.; 20th & Wyandotte Sts., Kansas City, Mo.  
 McDonald Mfg. Co., R. L.; Twelfth & Penn Sts., St. Joseph, Mo.  
 Motor Suit Mfg. Co.; 302 W. Ninth St., Kansas City, Mo.  
 Nunnally & McCrea Co.; 104-6 Mitchell St., S.W., Atlanta, Ga.  
 Oberman Mfg. Co., D. M.; P. O. Drawer 68, Jefferson City, Mo.  
 Oppenheim Bros.; 1107 Broadway, New York, N. Y.  
 Risman & Son, John; 841 Blue Island Ave., Chicago, Ill.  
 Scott Mfg. Co., Cyrus W.; Houston, Texas.  
 Standard Garment Co.; Michigan & Orange Sts., Toledo, Ohio.  
 Strauss & Co., Levi; 98 Battery St., San Francisco, Cal.  
 Sweet, Orr & Co.; 15 Union Square, New York, N. Y.  
 Waco Garment Mfg. Co.; P. O. Box 134, Waco, Texas.  
 Welch-Cook-Beals Co.; 821-29 S. Third St., Cedar Rapids, Iowa.  
 Zions Co-oper. Merc. Institution; P. O. Box 2300, Salt Lake City, Utah.

The way to make money by using  
 advertising is to use it—not to  
 fiddle with it.

"D & W" Serves a rounded  
 out purpose completely

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION AND WAREHOUSING

# Warehouse Advertisers Index

## ALABAMA

Page 65

**Birmingham**  
Harris Tfr. & Whse. Co.  
Strickland Tfr. & Whse. Co.  
Wittichen Tfr. & Whse. Co.  
**Mobile**  
Merchants Tfr. Co.  
**Montgomery**  
Alabama Tfr. & Whse. Co.  
Moeller Tfr. & Stge. Co.

## ARIZONA

Page 65

**Phoenix**  
Chambers Tfr. & Stge. Co.  
Lightning Moving & Stge. Co.  
**Tucson**  
Tucson Whse. & Tfr. Co.

## ARKANSAS

Page 65

**Fort Smith**  
Arkansas Whse. Co.  
O. K. Tfr. & Stge. Co.  
**Little Rock**  
Commercial Whse. Co.  
Terminal Whse. Co.

## CALIFORNIA

Pages 66-67

**Long Beach**  
City Tfr. & Stge. Co.  
**Los Angeles**  
Bekins Van & Stge. Co.  
California Whse. Co.  
Los Angeles Warehouse Co.  
Lyon Van & Stge. Co.  
Metropolitan Whse. Co.  
Overland Term. Whse.  
Pacific Commercial Whse.  
Prudential Stge. & Moving Co.  
Star Truck & Whse. Co.  
Union Terminal Whse.  
Westland Whse., Inc.  
**San Francisco**  
Farnsworth & Ruggles  
Gibraltar Whses.  
Haslett Whse. Co.  
San Francisco Whse. Co.

## COLORADO

Page 67

**Denver**  
Merchants Stge. & Tfr. Co.  
Weicker Tfr. & Stge. Co.  
**Pueblo**  
Burch Whse. & Tfr. Co., Inc.

## CONNECTICUT

Pages 67-68

**Bridgeport**  
Hartford Despatch & Whse. Co.  
**Greenwich**  
Drinkwater's Sons, Inc., Henry G.  
**Hartford**  
Boat Line Whse. Co., Inc.  
Hartford Despatch & Whse. Co.  
**New Haven**  
Davis Storage Co.  
The Smedley Co.  
**New London**  
Gardner Stge. Co.  
Sullivan Stge. Co., J. F.  
**Stamford**  
Schaefer & Son, Inc., Wm. H.

## DISTRICT OF COLUMBIA

Pages 68-69

**Washington**  
Federal Stge. Co.  
Merchants Tfr. & Stge. Co.  
Security Stge. Co.  
Smith's Tfr. & Stge. Co.  
Terminal Refg. & Whsing Corp.  
United States Stge. Co.

## FLORIDA

Page 69

**Jacksonville**  
Union Term. Whse. Co.  
**Miami**  
Withers Tfr. & Stge. Co.  
**Miami Beach**  
Washington Stge. Co., Inc.  
**Tampa**  
Lee Term. & Whse. Corp.  
Warehouse, Inc.  
**West Palm Beach**  
Brown Tfr. & Stge. Service, Inc.

## GEORGIA

Page 69

**Atlanta**  
General Whse. & Stge. Co.  
Monroe Bonded Whse.  
**Augusta**  
Reliable Tfr. Co.  
**Savannah**  
Savannah Bonded Whse. & Tfr. Co.

## HAWAII

Page 69

**Honolulu**  
City Tfr. Co., Ltd.

## IDAHO

Page 69

**Boise**  
Boise Cold Stge. Co.

## ILLINOIS

Pages 70-74

**Chicago**  
Anchor Stge. Co.  
Central Stge. & Fwdg. Co.  
Continental Whse. Co.  
Crooks Term. Whses.  
Currier-Lee Whse. Co.  
Dietrich Whsing. Co.  
Empire Whses., Inc.  
Griswold-Walker-Bateman Co.  
Lincoln Whse. Corp.  
Midland Whse. & Tfr. Co.  
Producers Whse. Co.  
Railway Term. & Whse. Co.  
Reeble & Bro., W. C.  
Republic Whse. Co.  
Song Term. Whse. Co.  
Soo Term. Whse.  
Tooker Stge. & Fwdg. Co.  
Wakem & McLaughlin, Inc.  
Werner Bros.-Kennelly Co.  
Western Whsing. Co.  
**Danville**  
Danville Tfr. & Stge. Co.  
**Decatur**  
Decatur Whse. Co.  
**East St. Louis**  
Mississippi Ave. Whses.  
**Elgin**  
Elgin Stge. & Tfr. Co.  
**Joliet**  
Joliet Whse. & Tfr. Co.  
**Peoria**  
Federal Whse. Co.  
**Rockford**  
Bartlett Whse.  
Lorden Stge. Co.  
**Rock Island**  
Rock Island Tfr. & Stge. Co.

## INDIANA

Pages 74-75

**Evansville**  
Johnson Term. Corp., Mead  
**Fort Wayne**  
Fort Wayne Stge. Co.  
Pettil's Stge. Whse. Co.  
**Hammond**  
Johnson Tfr. & Fpf. Whse.  
**Indianapolis**  
Coburn Stge. & Whse. Co., Henry  
Indianapolis Whse. & Stge. Co.  
Mann Tfr. & Stge. Co.  
Strohm Whse. & Ctge. Co.  
Tripp Whse. Co.  
**Terre Haute**  
Bauermeister Term. Co.

## IOWA

Page 75

**Davenport**  
Ewert & Richter Exp. & Stge. Co.  
**Des Moines**  
Blue Line Stge. Co.  
Merchants Tfr. & Stge. Co.  
White Line Tfr. & Stge. Co.  
**Mason City**  
Mason City Whse. Corp.  
**Sioux City**  
Ieminger's Stge. & Ctge. Co.  
**Waterloo**  
Iowa Whse. Co.

## KANSAS

Pages 75-76

**Emporia**  
Bailey Tfr. & Stge. Co., L. R.  
**Hutchinson**  
Cody Tfr. & Stge. Co.  
**Kansas City**  
Inter-State Tfr. & Stge. Co.  
**Topeka**  
Topeka Tfr. & Stge. Co.  
**Wichita**  
Brokers Office & Whse. Co.  
Canell Tfr. & Stge. Co.  
Central Whse. & Stge. Corp.  
Mid-Continent Whse. Co.  
United Whse. Co.

## KENTUCKY

Page 76

**Lexington**  
Union Tfr. & Stge. Co.  
**Louisville**  
Fireproof Stge. Co., Inc.  
Louisville Public Whse. Co.

## LOUISIANA

Pages 76-77

**Alexandria**  
Ellington Tfr. & Stge. Co.  
**Monroe**  
Faulk-Collier Bonded Whses., Inc.  
**New Orleans**  
Blenville Whses. Corp., Inc.  
Commercial Term. Whse. Co., Inc.  
Douglas Shipside Stge. & Douglas  
Public Service Corps.  
Gallagher Tfr. & Stge. Co., Inc.  
Independent Whse. Co., Inc.  
Standard Whse. Co., Inc.

## MAINE

Page 77

**Bangor**  
McLaughlin Whse. Co.

## MARYLAND

Pages 77-78

**Baltimore**  
Baltimore Fidelity Whse. Co.  
Baltimore Stge. Co.  
Camden Whse.  
Central Whse. Co.  
Davidson Tfr. & Stge. Co.  
Fidelity Stge. Co.  
Gelpie, Inc., J. Norman  
McCormick Whse. Co.  
Security Stge. Co.  
Terminal Whse. Co.

## MASSACHUSETTS

Pages 78-79

**Boston**  
Bankers Whse. Co.  
Buckley Co., T. G.  
Congress Stores, Inc.  
Dunn Co., D. W.  
Federal Whse., Inc.  
Fitz Whse. & Dist. Co.  
Hoosac Stge. & Whse. Co.  
Merchants Whse. Co.  
Wiggin Terms, Inc.  
Woodberry Co., D. S.  
**Cambridge**  
Clark & Reid Co., Inc.  
**Fall River**  
Keogh Stge. Co.  
Mackenzie & Winslow, Inc.  
**Fittsfield**  
Roberts & Sons, Inc., T.  
**Springfield**  
Atlantic States Whse. & Cold Stge. Co.  
Connecticut Valley Stge. Whse. Co.  
Hartford Despatch & Whse. Co.

## MICHIGAN

Pages 80-81

**Detroit**  
Central Detroit Whse. Co.  
Federal Whse. Co.  
Grand Trunk Railway Term. & Cold Stge. Co.  
Henry & Schram Stge. & Thing. Co.  
Ivory Stge. Co., Inc.  
Jefferson Term. Whse.  
Riverside Stge. & Ctge. Co.  
Wayne Storage Co.  
**Flint**  
Central Whse. Co.  
**Grand Rapids**  
Columbian Stge. & Tfr. Co.  
**Kalamazoo**  
National Stge. Co.  
**Lansing**  
Fireproof Stge. Co.  
Lansing Stge. Co.  
**Pontiac**  
Gaukler Fpf. Stge. Co.  
**Saginaw**  
Central Whse. Co.

## MINNESOTA

Pages 81-82

**Duluth**  
McDougall Term. & Cold Stge. Co.  
**Minneapolis**  
Cameron Tfr. & Stge. Co.  
Kedney Warehouse Co.  
Minneapolis Term. Whse. Co.  
Northwest Whsing. Co.  
Northwestern Term. Co.  
**Marhead**  
Moorhead Stge. & Tfr. Co.  
**Recheater**  
Curry Tfr. & Stge.  
**St. Paul**  
Central Whse. Co.  
St. Paul Terminal Whse. Co.

## MISSISSIPPI

Page 82

**Jackson**  
Ricks Stge. Co.  
**Vicksburg**  
Schwarz & Co., Z. B.

## MISSOURI

Pages 83-84

**Joplin**  
Tonnie's Tfr. & Stge. Co.  
**Kansas City**  
A-B-C Fpf. Whse. Co.



Adams Tfr. & Stge. Co.  
Central Stge. Co.  
Crooks Term. Whses.  
Monarch Tfr. & Stge. Co.  
Murray Tfr. & Stge. Co., W. E.  
Only Way Tfr. & Whse. Co.  
Radial Whse. Co.  
Smith Stge. Co., H. H.  
United Whse. Co.  
Walnut Stge. & Dist. Co.  
St. Louis  
Langan Stge. & Van Co., Ben. A.  
Long Whse., S. N.  
St. Louis Mart, Inc.  
St. Louis Term. Whse. Co.

**MONTANA**

Page 84

Missoula  
Reely's General Stge. & Tfr.

**NEBRASKA**

Pages 84-85

Grand Island  
Sullivan's Grand Island Stge. Co.  
Hastings  
Borley Stge. & Tfr. Co.  
Lincoln  
Sullivan's Tfr. & Stge. Co.  
Union Term. Whse. Co.  
Omaha  
Bekins Van & Stge. Co.  
Central Stge. & Van Co.  
Fidelity Stge. & Van Co.  
Ford Bros. Van & Stge. Co.  
Gordon Stge. Whses., Inc.  
Pacific Stge. & Whse. Co.  
Terminal Whse. Co.

**NEW HAMPSHIRE**

Page 85

Manchester  
McLane & Taylor

**NEW JERSEY**

Pages 85-86

East Orange  
Lincoln Stge. Whses.  
Hackensack  
Holman & Co., Inc., Geo. B.  
Jersey City  
Goodman Whse. Corp.  
K & E DeLuxe Padded Van Co.  
Millburn  
Rimbach Stge. Co.  
Newark  
Essex Whse. Co.  
Knickerbocker Stge. Whse. Co.  
Lehigh Whse. & Transp. Co.  
New Brunswick  
Sisser Bros., Inc.  
Trenton  
Petty Exp. & Stge. Co.

**NEW YORK**

Pages 86-93

Albany  
Albany Term. & Security Whse. Co., Inc.  
Central Railway Term. & Cold Stge. Co., Inc.  
Hudson River Stge. & Whse. Corp.  
Amsterdam  
Maus, Inc., George H.  
Binghamton  
Southco, Inc., John B.  
Brooklyn  
Eagle Whse. & Stge. Co.  
Healey & Sons, Inc., Thos. F.  
Long Island Stge. Whses., Inc.  
Relly's Sons, Peter F.  
Strang, Inc., Chas. D.  
Strang Whse., Wm. H.  
Buffalo  
Keystone Whse. Co.  
Knowlton Whse. Co.  
Larkin Co., Inc.  
Market Term. Whse.  
Terminals & Transp. Corp.  
Elmira  
Hinberg Sons, Jos.  
Rice Stge. Corp., A. C.  
Forest Hills  
Forest Hills Fpf. Stge.  
Great Neck  
Great Neck Stge. Co., Inc.  
Hempstead  
Hempstead Stge. Corp.  
Jackson Heights  
Kelley, Inc., Fred G.  
Jamaica  
Jamaica Stge. Whse. Co.  
Queensboro Stge. Whse., Inc.  
Kew Gardens  
Kew Gardens Stge. Whse., Inc.  
New Rochelle  
O'Brien's Fpf. Stge. Whse., Inc.  
New York City  
Abington Whse., Inc.  
Rowling Green Stge. & Van Co.  
Broadway Stge. Whse.  
Bush Terminal Co.  
Byrnes Brothers Whses., Inc.

Cunco Stge. Co., Inc.  
Day & Meyer, Murray & Young, Inc.  
Dunham & Held, Inc.  
Ellinger's Fpf. Whse., Inc.  
Gilbert Stge. Co.  
Globe Fpf. Stge. Whse. Co., Inc.  
Hahn Brothers Fpf. Whses., Inc.  
Kingsbridge Auto Stge. & Whse. Co., Inc.  
Lackwanna Term. Whses., Inc.  
Lehigh Harlem River Term. Whse., Inc.  
Lincoln Whse. Corp.  
McCormack Tfr. Co., Inc., T. I.  
Midtown Whse., Inc.  
Rural Warehouse Corp.  
Santini Brothers, Inc.  
Seaboard Stge. Corp.  
Starrett-Lehigh Building  
Strand Moving & Stge. Co.  
Warwick-Thomson Co.

Niagara Falls  
Young's Fpf. Whse.  
Rochester  
Clancy Cig. Co., Inc., Geo. M.  
Exchange Whse. Co.  
Monroe Whse. Co., Inc.  
Rochester Stge. Whses.  
Schenectady  
McCormack Highway Transp.  
Syracuse  
Flanz Stge. Whse. Co.  
Great Northern Whses., Inc.  
King Stge. Whse., Inc.  
Tarrytown  
Washington Stge., Inc.  
Troy  
Lee & Co., William  
Utica  
Broad Street Whse. Corp.  
Jones-Clark Tfr. & Stge. Co.  
White Plains  
Carpenter Stge., Inc.  
Yonkers  
McConn's Stge. Whse. Co.

**NORTH CAROLINA**

Pages 93-94

Burlington  
Barnwell Whse. & Brokerage Co.  
Charlotte  
American Stge. & Whse. Co.  
Carolina Tfr. & Stge. Co.  
Union Stge. & Whse. Co.  
Wilmington  
Farrar Tfr. & Stge. Whse.

**NORTH DAKOTA**

Page 94

Fargo  
Union Stge. & Tfr. Co.

**OHIO**

Pages 94-96

Akron  
Cotter-City View Stge. Co.  
Knickerbocker Whse. & Stge. Co.  
Canton  
Canton Storage, Inc.  
Cincinnati  
Baltimore & Ohio Whse. Co.  
Cincinnati Term. Whses., Inc.  
Consolidated Tfr., Inc.  
Pagels Stge. Co., Fred.  
Cleveland  
Curtis Bros. Tfr. Co.  
Distribution Term. & Cold Stge. Co.  
Lederer Term. Whse. Co.  
Lincoln Storage  
Neal Storage Co.  
Railway Warehouses, Inc.  
Columbus  
Columbus Term. Whse. Co.  
Columbus Whses., Inc.  
Merchandise Whse. Co.  
Nelliston Whse. Co.  
Marion  
Merchants Tfr. Co.  
Wright Tfr. & Stge. Co.  
Middletown  
Jackson & Sons Co.  
Springfield  
Wagner Whse. Corp.  
Spartanburg  
Travis Co., Z. L.  
Toledo  
Great Lakes Term. Whse. Co.  
Toledo Term. Whse., Inc.

**OKLAHOMA**

Page 96

Oklahoma City  
Commercial Whse. Co.  
O. K. Tfr. & Stge. Co.  
Oklahoma Bonded Whse. Co.  
Red Ball Tfr. & Stge. Co., Inc.  
Tulsa  
Hodges Fpf. Whses., Joe  
Tulsa Term. Stge. & Tfr. Co.

**OREGON**

Page 96

Portland  
Colonial Whse. & Tfr. Co.  
Holman Tfr. Co.  
Northwestern Tfr. Co.  
Oregon Tfr. Co.  
Wilhelm Whse. Co., Rudie

**PENNSYLVANIA**

Pages 97-100

Bethlehem  
Lehigh & New England Term. Whse. Co.  
Erie  
Erie Stge. & Ctg. Co.  
Hollenbeck Moving & Stge. Co., N. M.  
Harrisburg  
Harrisburg Stge. Co.  
Hazleton  
Karr's Tfr. & Stge.  
Lancaster  
Keystone Exp. & Stge. Co.  
Lancaster Stge. Co.  
New Castle  
Keystone-Lawrence Tfr. & Stge. Co.  
Oil City  
Carnahan Tfr. & Stge.  
Philadelphia  
Atlas Stge. Whse. Co.  
Fenton Stge. Co.  
Fidelity—50th Century Stge. Whse. Co.  
Gallaghers Whses.  
Merchants Whse. Co.  
Miller North Broad Stge. Co.  
Terminal Whse. Co.  
Pittsburgh  
Duquesne Whse. Co.  
Haugh & Keenan Stge. & Tfr. Co.  
Kirby Tfr. & Stge. Co.  
White Terminal Co.  
Scranton  
Post, Robert F.  
Quackenbush Whse. Co., Inc.  
Uniontown  
Keystone Tfr. Co.  
Wilkes Barre  
Merchants Whsing. Co.  
Wilkes Barre Whsing. Co.  
Williamsport  
Williamsport Stge. Co.

**RHODE ISLAND**

Page 100

Providence  
Terminal Whse. Co. of R. I., Inc.

**SOUTH CAROLINA**

Page 100

Charleston  
Charleston Whse. & Fwdg. Co.

**TENNESSEE**

Pages 100-101

Chattanooga  
Textile Stge. & Whse. Co.  
Knoxville  
Fireproof Stge. & Van Co.  
Rove Tfr. & Stge. Co.  
Memphis  
P & B Tfr. & Stge. Co.  
Poston Stge. Whses., Inc., John H.  
Rose Whse. Co.  
Nashville  
Bond, Chadwell Co.  
Central Van & Stge. Co.  
Price-Bass Co.

**TEXAS**

Pages 101-102

Amarillo  
Armstrong Tfr. & Stge. Co., Inc.  
Austin  
Scobey Fpf. Whse. Co.  
Corpus Christi  
Crocker Tfr. & Stge. Co.  
Dallas  
American Tfr. & Stge. Co.  
Dallas Tfr. & Term. Whse. Co.  
Dallas-Trinity Whse. Co.  
Interstate Fpf. Stge. & Tfr. Co.  
El Paso  
Daniel Stge. Co., R. L.  
Fort Worth  
Simon-O'Keefe Fpf. Stge. Co.  
O. K. Warehouse Co.  
Texas & Pacific Term. Whse. Co.  
Galveston  
Wiley & Nicholls Co.  
Hartlingen  
Jones Tfr. & Stge. Co.  
Houston  
Patrick Tfr. & Stge. Co.  
Universal Term. Whse. Co.  
Westheimer Tfr. & Stge. Co., Inc.

San Antonio  
Central Whse. & Stge. Co.  
Merchants Tfr. & Stge. Co.  
Muegge-Jenuil Whse. Co.  
Scobey Fpf. Stge.  
Southern Tfr. Co.  
Tyler  
Tyler Whse. & Stge. Co.  
Wichita Falls  
Terry Whse. & Stge. Co.

**UTAH**

Pages 102-103

Dugan  
Western Gateway Stge. Co.  
Salt Lake City  
Central Whse.  
Jennings-Cornwall Whse. Co.  
Hedman Van & Stge. Co.  
Security Stge. & Com. Co.

**VERMONT**

Page 103

Burlington  
Hotchkiss, J. M.

**VIRGINIA**

Page 103

Norfolk  
Bell Stge. Co., Inc.  
Richmond  
Brooks Tfr. & Stge. Co., Inc.  
Virginia Bonded Whse. Corp.  
Roanoke  
Roanoke Public Whse.

**WASHINGTON**

Pages 103-104

Bellingham  
Freeman Tfr.  
Seattle  
A.B.C. Storage Co.  
Exres Tfr. & Whse. Co.  
Lyon Van & Stge. Co.  
Olympic Whse. & Cold Stge. Co.  
Taylor-Edwards Whse. & Tfr. Co.  
United Whse. Co.  
Winn & Russell, Inc.  
Spokane  
Spokane Tfr. & Stge. Co.

**WISCONSIN**

Page 104

LaCrosse  
Gateway City Tfr. Co.  
LaCrosse Term. Whse. Co.  
Madison  
Union Tfr. & Stge. Co.  
Milwaukee  
Atlas Stge. Co.  
Carlson Stge. Co.  
Hansen Stge. Co.  
Lincoln Fpf. Whse. Co.  
National Whse. Corp.

**CANADIAN WAREHOUSE SECTION****BRITISH COLUMBIA**

Page 105

Vancouver  
Johnston National Stge., Ltd.

**MANITOBA**

Page 105

Winnipeg  
Security Stge. Co., Ltd.

**ONTARIO**

Page 105

Toronto  
Canadian Hall & Harbour Terms., Ltd.  
Pickard, Ltd., W. J.  
Tippet-Richardson, Ltd.

**QUEBEC**

Page 105

Montreal  
Morgan Trust Co.  
National Term. of Canada, Ltd.  
Westmount  
Westmount Tfr. & Stge., Ltd.

**FOREIGN WAREHOUSE SECTION****MEXICO**

Page 105

Mexico City  
Bodegas Choppo, S. A.

# WAREHOUSE DIRECTORY

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns



## "Andy Says"



**D**URING a short interview I had this past month with one of the outstanding warehouse executives of the country he expressed a thought which seems to me to sum up a condition that is quite general, not only in warehousing but in all lines of industry. It is this:

Confidence has been lost in ourselves and in our brother man; and, without regaining this confidence in one another, neither the National Recovery Act nor anything else can bring back the secure feeling which existed among men and among industries a few years ago.

The further thought was expressed, by my warehouse friend, that the National Recovery Act will never function until the severe penalties contained within most of the codes are properly inflicted on those who refuse to adhere to the ethics set forth in these NRA pacts; because, as he expresses it, "Man is afraid of only those things that hurt him."

Well we know that things are not all they should be; but if I may express a thought, it is that we must build up our confidence in ourselves and our brother man before too many penalties be inflicted. Fundamentally, humanity is the same—yesterday, today and tomorrow.

It so happens that I travel more than the average man. I could be killed in any mile

if I did not have confidence in the engineer who controls my train and in the man who pilots my boat or my airplane. How far would any of us travel if engineer or pilot lost confidence in his signals? He would quit his job at once, and we would remain at home.

**W**HAT today in industry? During the past three or four weeks I have talked with at least a dozen men who only a few years ago could have borrowed in their own names hundreds of thousands of dollars.

Today most of them *can't*—and, peculiar to say, wouldn't if they could—borrow anything. Confidence in ourselves and one another will correct this condition. It is a pitiful state in which to continue for very long; and, personally, I think we are coming out of it.

**B**USINESS is picking up in the warehousing industry. True, the summer months were dull almost everywhere, but they were no worse than during the same summer months in previous so-called "good years".

I think the flurry of early spring will be revived and, with a bit more confidence, we shall find ourselves on the road back to better times.

*"Andy"*

**BIRMINGHAM, ALA.**

1880—Over Fifty Years of Honorable Service—1934

**HARRIS TRANSFER and WAREHOUSE CO.****FIREPROOF WAREHOUSES**MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKINGPrompt Service—Accurate Accounting  
First Avenue, at 13th Street, South

Members: A. W. A., N. F. W. A., SO. W. A., ALA. T. &amp; W. A.

**BIRMINGHAM, ALA.****STRICKLAND****Transfer & Warehouse Co.**

1700-1702 2nd Ave. So.

General Merchandise Storage and Distribution  
Pool Car Service a Specialty—Motor Truck Service  
Centrally Located—Free Switching from All R.Rs.**BIRMINGHAM, ALA.****WITTICHEN****Transfer & Warehouse Co.**

Fireproof Warehouse

Household Goods and Merchandise

Agents: Aero Mayflower Transit Company

**MOBILE, ALA.****Merchants Transfer Company****HEAVY HAULING—STORAGE**Pool Cars and General Merchandise—Bonded  
Authorized Transfer AgentsA.T.&N., C.M.&N., L.&N., M.&O. &  
Southern Railroads. Clyde Mallory S/S Co.**MONTGOMERY, ALA.****ALABAMA TRANSFER & WAREHOUSE CO.**

121-129 Randolph St.

Bonded

Merchandise Storage &amp; Distribution

Members

N.F.W.A.—A.W.A.—So.W.A.—A.C.W. &amp; A.V.L.

**MONTGOMERY, ALA.**Subscriber to Merchandise Warehousing Trade  
Code, Certificate No. 34-654.**MOELLER TRANSFER & STORAGE CO.**

210-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

**PHOENIX, ARIZONA****The Lightning Moving &  
Storage Co.****TRANSFER  
AND  
STORAGE**Storage capacity 68,000 sq. ft. General receiving and  
forwarding agents. Pool car distribution our specialty.**TUCSON, ARIZONA****Tucson Warehouse & Transfer Co.**

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

**FORT SMITH, ARK.**W. J. ECHOLS, Jr.  
PresidentW. J. ECHOLS  
Vice-PresidentJ. MONTAGUE WILLIAMS  
Manager**ARKANSAS WAREHOUSE COMPANY**General Merchandise Storage. Forwarding. Pool Car Distribution.  
55,000 Square Feet Floor Space.Modern Fire Proof Building. Sprinkler Equipped.  
Lowest Insurance Rate.

On St. Louis, San Francisco Railroad Reciprocal Switching.

**FORT SMITH, ARK.****O. K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.

FORT SMITH, ARK.

Storing — Shipping — Moving

Pool-Car Distributing a Specialty

**LITTLE ROCK, ARK.****COMMERCIAL WAREHOUSE CO.**

801-7 East Markham St.

"A Complete Service"

Modern Offices—Storage—Drayage and Distribution  
Located in the heart of the wholesale and shipping  
district.Fireproof Sprinklered  
Private Railroad SidingLow Insurance  
Quick Service**PHOENIX, ARIZONA**

H. W. CHAMBERS, PRESIDENT

**Chambers Transfer and Storage Co.**

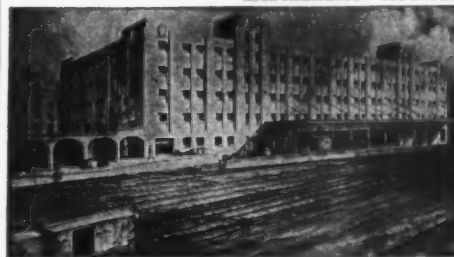
301 South Fourth Avenue

Storing and Packing Moving and Shipping  
Warehousing and Distribution service for merchan-  
dise and furniture.

Sprinklered warehouse—Insurance rate 46c.

Member—N. F. W. A.

The Men Who Distribute

**Arbuckle Products**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses**LITTLE ROCK, ARK.**Arkansas' Largest Warehouse  
Merchandise—Household Storage**NEW TERMINAL WAREHOUSE CO.**

LITTLE ROCK

ARKANSAS

Member American Warehousemen's Association  
American Chain of Warehouses.Absolutely  
Fireproof  
Low  
Insurance  
Rates  
Pool Car  
Distribution  
Compartments  
for household  
Goods



# CALIFORNIA

# DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
September, 1934

## LONG BEACH, CAL.

HOUSEHOLD  
GOODS  
MERCHANDISE  
STORAGE AND  
DISTRIBUTION



## LOS ANGELES, CAL.

Don't Gamble! Just  
Ship to Bekins  
We own and operate  
depositories in  
principal cities of  
California



## LOS ANGELES, CAL.

EFFICIENT WAREHOUSING  
and DISTRIBUTION  
**CALIFORNIA WAREHOUSE CO.**  
837 TRACTION AVE.



Sprinklered Concrete  
Building  
Central Location  
Spur Tracks  
Low  
Insurance  
Cartage  
Service  
Merchandise  
Exclusively

Specialist in Food Distribution

## LOS ANGELES, CAL.

316 Commercial Street

**Los Angeles Warehouse Company**  
Household Goods and Merchandise

Consign your shipments for Hollywood, Beverly  
Hills, and Los Angeles direct to us. We will insure  
you satisfied customers. A complete service.

## LOS ANGELES, CAL.



## LOS ANGELES, CAL.



Offices for Rent  
Telephone and  
Secretarial Service  
Sub Basement for  
Cool, Dry Storage

**METROPOLITAN  
WAREHOUSE CO.**

*Merchandise Warehousing  
and Distribution*

Reinforced Concrete Sprinklered Building  
Centrally Located in Metropolitan Area  
Fire Insurance Rate 13.2 Cents

1340-1356 EAST SIXTH STREET  
LOS ANGELES

Eastern Representation

Member, ALLIED DISTRIBUTION, INC.  
Chicago . . . New York City

GEORGE W. PERKINS  
82 Beaver St. . . . New York City

## LOS ANGELES, CAL.

**Overland Terminal Warehouse**

Ninth and Alameda Sts.

General Merchandise Storage  
U. S. Customs Bonded Storage  
Cool Room Accommodations  
"Vacufume" Process of Fumigation

MANAGED AND OPERATED BY

**CROOKS TERMINAL WAREHOUSES**

CHICAGO NEW YORK KANSAS CITY  
419 W. Harrison St. 76 Beaver St. 1104 Union Ave.

CALIFORNIA'S MOST MODERN WAREHOUSE  
SERVED BY THE UNION PACIFIC

## LOS ANGELES, CAL.

**Pacific Commercial Warehouse, INC.**

Owned and Operated by  
J. D. & A. B. Spreckels Investment Co. of San Francisco  
California

Centrally located — Uncongested district  
Loading dock accommodations for 22 trucks

**GENERAL MERCHANDISE STORAGE**

**POOL CAR DISTRIBUTORS**

Complete Warehousing & Trucking Service

Cyanide Fumigating—Carload Capacity

923 East Third St., Los Angeles, California

## LOS ANGELES, CAL.

We Solicit Your Shipments and  
Pool Car Distribution



Members: California Van & Storage Association  
National Furniture Warehousemen's Association

## LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

**Star Truck & Warehouse Co.**

COMPLETE FACILITIES EFFICIENT SERVICE

Storage Distribution Drayage

Represented by Distribution Service

240,000 Square Feet  
New York



56 Motor Trucks  
Chicago San Francisco

## LOS ANGELES, CAL.

W. E. TEAGUE, Pres.  
B. F. JOHNSTON, Gen. Mgr.

**UNION TERMINAL WAREHOUSE**

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete  
and efficient Warehouse and Distribution Service in the West.  
Insurance Rate as low as 14.4 cents per \$100 per year.  
Daily motor truck service to all parts of the city and Los Angeles  
Harbor.

The Men Who Distribute

**Vacuum Oil**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

LOS ANGELES, CAL.

**Make Westland Warehouses**  
Your Distribution Headquarters  
in So. California

Member, A. W. A.,  
C. W. A., L. A. W. A.

Write for Booklet

L. A. Junction Ry.  
Service

Westland  
Warehouses, Inc.  
4814 Loma Vista Ave.,  
Los Angeles, Calif.  
Room 1305  
58 So. Dearborn St.  
Chicago, Ill.



SAN FRANCISCO, CALIF.

**FARNSWORTH & RUGGLES**

(Established in 1889)

109 DAVIS STREET

WAREHOUSING GENERAL MERCHANDISE  
Pool Car Distribution Motor Truck Fleet  
Terminal at First, Brannan and Federal Streets  
In the heart of the shipping district

SAN FRANCISCO, CALIF.

**GIBRALTAR WAREHOUSES**

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH  
**OVERLAND FREIGHT TRANSFER CO.**  
AND  
**TILDEN SALES BUILDING**

SAN FRANCISCO, CALIF.

CONSIGN TO  
**THE HASLETT WAREHOUSE CO.**  
280 Battery St., San Francisco

Operators of the most complete warehouse and distribution system in the  
San Francisco Bay area.

STORAGE—CARTAGE—COLD STORAGE (OAKLAND)  
FIELD WAREHOUSING—FAST TRANSBAY DELIVERY SERVICE

S. M. HASLETT, President  
Member American Warehousemen's Assn.  
Member American Chain of Warehouses, Inc.

SAN FRANCISCO, CAL.



A Complete Ser-  
vice for the  
Warehousing  
and Distribution  
of General  
Merchandise

Warehousing, Distribution, Draying, Office Accommoda-  
tions, Telephone Service, Space for Lease

**San Francisco Warehouse Co., 625 Third Street**

Member: American Warehousemen's Association  
Distribution Service, Inc.

DENVER, COLO.

F. C. BARTLE, Pres.

INC. 1912

**THE MERCHANTS STORAGE & TRANSFER CO.**

1701 15th Street, Denver

GENERAL MERCHANDISE STORAGE AND  
POOL CAR DISTRIBUTION

SPRINKLER SYSTEM WAREHOUSE  
FREE SWITCHING FROM ALL RAILROADS

Correspondence Solicited

DENVER, COL.

We offer a complete service—Merchandise and  
Household Goods Storage, Pool Car Distribution,  
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a  
statewide daily motor freight service under regulation of  
the Public Utilities Commission.

Connections with Interstate Truck Lines to  
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug  
Vault, Fumigating Vault, Private Lockers

**The WEICKER TRANSFER & STORAGE CO.**

1700 Fifteenth Street

DENVER

COLORADO

Member of N. F. W. A.—A. C. W.—A. W. A.

PUEBLO, COLO.

U. S. Bonded and Licensed Under Federal Warehouse Act.

**BURCH WAREHOUSE AND  
TRANSFER CO. INC.**

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building  
Freight Forwarding and Distribution  
Household and Merchandise Storage

**PACKING AND SHIPPING**

Member of N.F.W.A.—A.W.A.—Colo. W.A.



BRIDGEPORT, CONN.

E. G. Mooney, Pres. J. W. Connelly, Vice-Pres.

**Hartford Despatch and Warehouse Co.**

1337 Seaview Avenue

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE  
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,  
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.  
ALSO WAREHOUSES AT SPRINGFIELD, MASS., AND  
HARTFORD, CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.V.L.



GREENWICH, CONN.

Henry J. Drinkwater Sons, Inc.

122 RAILROAD AVE.

**NEW CANAAN, CONN.**

**BEDFORD, N. Y.**

**PORT CHESTER, N. Y.**

HOUSEHOLD GOODS,

STORAGE, PACKING

Pool Cars Distributed



HARTFORD, CONN.

**BOAT LINE WAREHOUSE CO., INC.**

Subscribers to the Merchandise Warehousing Trade Code.

Under Certificate No. 34-962. Reg. No. 6-3

Located on the Connecticut River  
18 Van Dyke Ave.

General Merchandise Storage and Distribution

Direct Water, Rail, and Truck Connections

Barge Shipment Facilities  
Member of Conn. W. Assn.—Hartford Chamber of Commerce.

HARTFORD, CONN.

E. G. Mooney, Pres.

J. W. Connelly, Vice-Pres.

**Hartford Despatch and Warehouse Co.**

252 Asylum St., Hartford, Conn.

A modern storage and distribution service. Sixteen sepa-  
rate buildings. Fireproof and non-fireproof construction.  
Twenty-four car private siding. Daily deliveries via rail,  
boat, motor truck, to all principal towns and cities within  
150 mile radius, private rooms for storage of furniture and  
special facilities for moving, packing, crating and shipping  
of household effects. Also warehouses at Bridgeport, Conn.,  
and Springfield, Mass.



Member of A. W. A., N. F. W. A.,  
A. C. W., Hartford Chamber of  
Commerce, Hauling Member of the  
Allied Van Lines, Inc.



# CONNECTICUT

# DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
September, 1934

## NEW HAVEN, CONN.



M. E. Kiely, Mgr.  
**DAVIS STORAGE COMPANY**  
335 East St., New Haven, Conn.  
Modern Fireproof Merchandise Warehouse.  
Private seven-car Siding, adjacent to Steamship and R. R. Terminals.  
Pool and stop over cars distributed.  
Motor Truck Service to all towns in Connecticut.  
Low Insurance Rate. Prompt, Efficient Service.

## NEW HAVEN, CONN.

### STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—Low insurance rates—15 car siding—Central location—*Daily truck delivery service* covering Connecticut and southern Massachusetts—Bonded with U. S. Customs.

### THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.

Members: AWA, NFWA, CWA, MTA of C,  
New Haven Chamber of Commerce,  
Hauling member Allied Van Lines, Inc.



## NEW LONDON, CONN.

### GARDNER STORAGE CO.

18 BLACKHALL STREET  
PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE  
Members: Conn. Warehousemen's Assn.  
Nat. Furniture Warehousemen's Assn.

## NEW LONDON, CONN.

### J. F. SULLIVAN STORAGE CO.

Office: 158 Garfield Ave.

STORAGE WAREHOUSE  
HOUSEHOLD GOODS, STORAGE, PACKING, SHIPPING  
LOCAL AND LONG DISTANCE, MOVING AND TRUCKING.  
MEMBER: CONN. WAREHOUSEMEN'S ASSN.

## STAMFORD, CONN.

STAMFORD  
DARIEN  
NEW CANAAN  
OLD GREENWICH  
NOROTON

### WM. H. SCHAEFER & SON, Inc.

Fireproof Storage Warehouse  
Member of Conn. W.A.—N.F.W.A.

## WASHINGTON, D. C.



E. K. MORRIS, President

### FEDERAL STORAGE COMPANY

1707 FLORIDA AVENUE  
(See Page Advertisement Directory Issue)

The Men Who Distribute  
**Purina Whole Wheat Flour**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

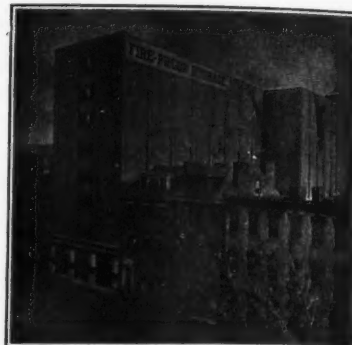
## WASHINGTON, D. C.

**Absolutely  
Fireproof**

**MOVING  
PACKING  
SHIPPING**

Pool Car  
Distribution  
General Hauling

Merchants Transfer & Storage Co.  
920-922 E. St., N. W.



## WASHINGTON, D. C.

CONTAINER, LIFT VAN,  
OR ORDINARY SHIPMENTS DELIVERED

### Security Storage Company OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000.

Security (steel) lift vans for overseas shipments  
at door to door rates, with all risk insurance if  
desired.

Available almost anywhere.

1140 Fifteenth Street, Washington

31 Place du Marche St. Honore, Paris

## WASHINGTON, D. C.

Modern  
Fireproof  
Building

LONG  
DISTANCE  
MOVING

PACKING  
STORING  
SHIPPING



**SMITH'S** TRANSFER & STORAGE CO., INC.  
1313-15-17-19-21 You Street, N. W.  
Member—Mayflower Warehousemen's Association

## WASHINGTON, D. C.

### UNITED STATES STORAGE CO.

418-420 Tenth Street, N. W.

MEMBERS:  
National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

Modern Fireproof Warehouse  
We are prompt in all things.

Distributors of Pool Cars





WASHINGTON, D. C.

**General Merchandise Storage**

Pool Car Distribution—City Delivery Service  
Direct Switching Connections into Warehouse  
Pennsylvania Railroad

Terminal Refrigerating & Warehousing Corporation  
4½ and D Streets, Southwest

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE  
**UNION TERMINAL WAREHOUSE COMPANY**  
East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution  
Reconsigning—Trucking Service—Trackage 52 Cars  
Reinforced Concrete—Sprinkler System  
Insurance Rate 20 Cents  
Rental Compartments—Sub-Postoffice, Western Union Tel.  
Members A.W.A.—A.C.W.—J.W.A.

MIAMI, FLA.

**JOHN E. WITHERS**  
**TRANSFER & STORAGE CO., Inc.**

2 Fireproof Constructed Warehouses  
Local and Long Distance Removals  
Private Trackage  
Pool Car Distribution and L.C.L.  
Government Bonded

N. F. W. A. Members. 1000-12 N. E. First Ave., Miami, Fla.

MIAMI BEACH, FLA.

**Washington Storage Co., Inc.**

1001 Washington Avenue

**Moving—Packing—Shipping—Storage**

Members NFWA, SOWA

TAMPA, FLA.

Let "The Safest Place in Tampa" Serve You in "The Land of the Sun"

Tampa is the logical  
port from which to  
serve all of Florida.

Lowest Average  
Freight Rates.  
Best Service.

Carry Your  
Florida Goods  
AT

MERCHANDISE  
STORAGE  
POOL CAR  
DISTRIBUTION

HOUSEHOLD GOODS  
STORAGE  
MOVING—PACKING  
SHIPPING

**LEE TERMINAL**

AND WAREHOUSE CORPN.

**TAMPA, FLA.**

Represented by Distribution Service

NEW YORK—CHICAGO SAN FRANCISCO

TAMPA, FLA.

WILLIAM J. EVE, Manager

**WAREHOUSE, INC.**

**BONDED**

**CARLOAD AND COMMERCIAL STORAGE  
POOLED CAR DISTRIBUTION**

Morgan and Water Streets, Tampa, Florida

The Men Who Distribute

**"Dasco" Steel Cutlery and  
Tools**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

West Palm Beach, Fla.



**BROWN TRANSFER AND STORAGE  
SERVICE, INC.**

1910 SOUTH POINSETTIA AVENUE

**—STORAGE—**

Commercial Hauling—Packing—Crating  
WEST PALM BEACH AND PALM BEACH, FLORIDA

ATLANTA, GA.

**BONDED**

**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers  
Remittance made day received  
Store door delivery—Re-packing—Re-shipping

**MERCHANDISE DISTRIBUTION**

Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

"Atlanta's Largest"

**MONROE BONDED WAREHOUSES**

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

**MERCHANDISE—COLD STORAGE—TRUCKING**

Private Railroad Sidings—Concrete Warehouses

A. D. T. Service

Member: A. W. A.

AUGUSTA, GA.

AIKEN, S. C.

F. L. Harrison, Pres.

**RELIABLE TRANSFER CO.**

General Merchandise Storage and Distribution

Household Goods Storage, Packing, Shipping  
Pool Car Distribution

Direct R.R. Siding A. C. L., C. & W. C. R.R.

SAVANNAH, GA.

Savannah's only bonded warehouse

**SAVANNAH BONDED WAREHOUSE & TRANSFER  
COMPANY.**

BAY STREET EXTENSION & CANAL.

Post Office Box 1187

General Storage—Distribution—Reconsigning

Custom House Brokers—Custom Bonded

Regular steamship service from principal

Eastern, Western & Gulf ports—track con-

nections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—So.W.A.

HONOLULU, HAWAII

WHEN SHIPPING GOODS TO

**HONOLULU**

consign to us and the same will be given our best attention.  
Modern Concrete Warehouses. Collections promptly remitted.

Correspondence solicited.

**CITY TRANSFER COMPANY**

Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Selling Services Furnished

**BOISE COLD STORAGE COMPANY**

Merchandise Warehousing & Forwarding  
Negotiable Warehouse Receipts Issued  
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

The Men Who Distribute

**Federal Matches**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

## CHICAGO, ILL.



Truck Accommodations—400 Ft. All Under Cover. Reshipping—Merchants' Lighterage and Tunnel. Located on main channel of the Chicago River. 220,000 sq. ft. of Modern Storage Space. Private siding—C & N W Ry. with capacity of over 40 cars daily.

*Low Insurance Rate*

## ANCHOR STORAGE COMPANY

219-229 E. N. Water St.  
CHICAGO, ILLINOIS

## CHICAGO, ILL.



Chicago's only warehouse which has a Union Freight Station under the same roof. Chicago Junction Service—carload and L. C. L.—to all lines daily at flat Chicago rate.

U. S. Customs Bonded. All modern warehouse services.

*Write for illustrated booklet and rates.*

2001 West Pershing Road

## CHICAGO, ILL.

W. J. WORKMAN, Pres. & Gen. Mgr.

## Continental Warehouse Co.

973 Cullerton St., Chicago, Ill.

Merchandise Storage and Distribution  
Private Siding C.B.&Q. Ry. Free Switching  
Fully Sprinklered—Low Insurance Rate  
*Pool Cars Solicited*  
Member Illinois Warehousemen's Ass'n

## CHICAGO, ILL.

Accessible Location.  
Modern Warehouse.  
Excellent Shipping Facilities.  
Delightful Office.  
Special Equipment.  
Economical Service.  
No cartage expense on outboard L. C. L. Freight.  
1455 W. 37th St.

# DIETRICH

## WAREHOUSING COMPANY

1455 W. 37th St.

## CHICAGO, ILL.

## CURRIER-LEE WAREHOUSE CO. CHICAGO

OFFICE ACCOMMODATIONS  
SPACE LEASES

BRANCH WAREHOUSE SERVICE  
MOTOR TRUCK DELIVERIES

Six Buildings . . . Modern in Every Respect . . . Conveniently Located in the Center of the Food Products Distributing Area . . . Close to the Loop District . . . Automatic Sprinkler Systems . . . Night Watch Patrol Service . . . Low Insurance Rates . . .

Special Facilities for Prompt and Efficient Handling of Shipments . . . Long Distance Trucking Service . . . Tunnel Station on Premises . . . Pool Cars Distributed . . . U. S. Customs Bonded Space . . . Private Siding C. M. St. P. & P. R. R.

*Address Your Inquiries to Our*  
GENERAL OFFICES

427 West Erie St.

CHICAGO, ILL.



## CHICAGO, ILL.

Member A. W. A.

COMPLETE WAREHOUSING  
AND DISTRIBUTING SERVICE



CHICAGO  
1525 NEWBERRY AVE.  
TEL: CANAL 2770  
NEW YORK  
415 GREENWICH ST.  
TEL: WALKER 9-4000



## GRISWOLD-WALKER-BATEMAN COMPANY

1525 Newberry Ave.

Chicago

Modern buildings strategically located. Direct trackage connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT (belt line connecting all RRs.). Trap car reshipping. Motor truck deliveries. Long distance motor transportation. Guardite fumigation protection. U. S. Customs Bond. Office facilities.

Details of this complete service are described in a booklet "The Way to Distribution"—Write for your copy.

CHICAGO, ILL.



**DOWNTOWN  
WAREHOUSE**

Most Centrally Located  
2 Blocks from New Union Station  
**CANAL &  
HARRISON STS.**  
Tunnel and Trap Car  
Service

# CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 76 BEAVER STREET

KANSAS CITY

**SOUTH SIDE  
WAREHOUSES**

5801-5967 West 65th St.

Capacity 1200 Carloads  
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the  
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

CHICAGO, ILL.

**SATISFACTION ASSURED!**

A large shipper wrote us—"It is not often our interests  
in out-of-town shipments are accorded the careful  
attention you have shown."

## EMPIRE WAREHOUSES INC.

General Offices 5153 Cottage Grove Ave.  
W. F. CARROLL, Pres. J. J. BARRETT, Sec'y.

CHICAGO, ILL.

RALPH J. WOOD, Pres. MORRISON C. WOOD, Treas.

For Shipments to the South Side's Finest Residential Districts  
CONSIGN TO

### The Lincoln Warehouse Corporation

Main Office and Warehouse—4259 Drexel Boulevard

"40 Years of Distinctive Service"

Personal attention of executives to customers. Collections promptly remitted.  
Member N.F.W.A.

CHICAGO, ILL.



## MIDLAND

*Offers*

**LARGE AND SMALL SHIPPERS  
THREE MODERN MERCHANDISE  
WAREHOUSES**

at

## CHICAGO

With convenient locations

*for Local Trade.*

With excellent transportation facilities

*for National Distribution*

Chicago Junction In and Out-bound Union  
Freight Station—direct connections with  
thirty-eight railroads, no trap car, tunnel or  
cartage service or charges on in or out-bound  
LCL shipments. Receiving stations of Ex-  
press, Freight Forwarding, Electric and Boat  
Lines on premises.

With a complete warehouse organization

*fully equipped to handle merchandise rapidly and economically*

*Let Us Quote on Your Requirements*

**Midland Warehouse & Transfer Co.**  
CHICAGO, ILL.

15th Street and South Western Ave.

CHICAGO, ILL.

FOR **REAL SERVICE** TRY

## Producers Warehouse Co.

344 No. CANAL ST.

C & NW Ry SIDING

*Also Operating*

## Republic Warehouse Co.

(U.S. CUSTOMS BONDED)

372 W. ONTARIO ST.

CM & St P Ry SIDING

COMPLETE WAREHOUSE AND STORAGE SERVICE



## CHICAGO, ILL.

# EXTRAS

\*\*\*\*\*

Railway Terminal offers every modern facility for storage and distribution of your goods, plus an experienced organization with the ability and willingness to serve you well. The extra attention of a capable staff does not mean extra cost.

Write for complete information on services to meet your individual needs.

**Railway Terminal & Warehouse Co.**

444 West Grand Avenue, Chicago, Illinois

Three warehouses close to the Loop  
... Direct railroad connections...  
Office and warehouse space for  
rent ... U. S. Customs Bond ...

Dock space... Loans made on stand-  
ard merchandise ... Low insurance  
rates ... Direct tunnel connection  
... Fumigation service.

## CHICAGO, ILL.

## W. C. Reebe & Brother (INC.) Five Storage Warehouses

Established 1880

Complete facilities for the Storage, Removal, Packing or Shipping of  
**Household Goods, Pianos or Works of Art**

Offices and Fireproof Warehouses

2325-33 N. Clark St. 4549 Broadway 5035-39 Broadway

Offices and Non-Fireproof Warehouses

2521-23 Sheffield Ave. 2525 Sheffield Ave.

General Office: 2325-33 North Clark Street

Member: N. F. W. A. & I. F. W. A.

## CHICAGO, ILL.

## Soo Terminal Warehouses

519 W. Roosevelt Road

(Near Loop)

*Merchandise Storage—Pool Car Distribution*

Less Carloads To and From All Trunk Lines,  
North Shore Electric and Aurora and Elgin Elec., and Their  
Connections Handled Without Cartage Charges.  
Cool Temperatures—Candy Stored All Year

Ground Floor Warehouse Spaces With or Without  
Offices for Rent—Fireproof—Trackage

# SENG TERMINAL WAREHOUSE CO.



(1) Seng Terminal Warehouse Co.  
(2) C. & N. W. Passenger Depot.  
(3) Union Depot.  
(4) Daily News Bldg.  
(5) Civic Opera Bldg.  
(6) Merchandise Mart.  
(7) Pure Oil Bldg., Wacker Drive.  
(8) Straus Bldg., Michigan Blvd.  
(9) Board of Trade Bldg.

The Seng Terminal Warehouse Co. is located immediately adjacent to both the retail (The Loop) and wholesale sections of Chicago.

Modern office space is available in this warehouse building.

We have direct trackage connections with P.R.R. and C.M. & St.P. & P.Ry. and all loading and unloading is under cover.

Completely equipped for merchandise storage and pool car distribution.

Operated in conjunction with the V. Seng Teaming Company, which has been giving an efficient delivery and cartage service to Chicago for 45 years.

Photograph Copyrighted by Chicago Aerial Survey Co.

**SENG TERMINAL WAREHOUSE CO.**  
General Offices and Warehouse A, 230 N. Canal St.  
Garage and Warehouse B, 719 W. Erie St. Chicago

CHICAGO, ILL.

**TOOKER STORAGE and  
FORWARDING CO.**

(ESTAB. 1903)

STORAGE CARTAGE RESHIPPING LOANS

LOCATED IN THE CENTER OF DISTRIBUTION  
FINEST RAILROAD FACILITIES  
LOWEST INSURANCE RATES

GENERAL OFFICES: 3615 IRON ST.

New York

CHICAGO, ILL.

Los Angeles

CHICAGO, ILL.

Merchandise Storage and Distributors

**WAKEM & McLAUGHLIN, Inc.**

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

**ADVANCES MADE**

Our ample financial resources enable you to negotiate  
loans right in our office.

Prompt Delivery and Best of Service

CHICAGO, ILL.

**Get Nearer  
To Your Market**



AN INSTITUTION BUILT TO  
**SERVE**

Merchandise Storage & Distribution  
Pool Cars Distributed  
Rail Shipments Anywhere—Without  
Cartage Expense  
Office and Space For Lease

**WESTERN WAREHOUSING CO.  
CHICAGO, ILL.**

CHICAGO, ILL.

M. H. Kennelly, President

Henry A. Gardner, Sec'y

**WERNER BROS. KENNELLY CO**

STORAGE  
MOVING  
PACKING  
SHIPPING

Chicago Shipments  
and Pool Cars

Consigned to

Private Wilson Ave. Switch  
C. M. St. P. & P. R. R.

Large Shippers of Household Goods

Main Office 2815 Broadway  
4917 Broadway  
4615 Clifton Ave.  
7613 N. Paulina St.

Park Branch 1750 N. Clark St.  
Traffic Department 3133 N. Halsted St.

Member

N.F.W.A.—I.F.W.A.

DANVILLE, ILL.

C. B. Hall, Pres. M. P. Hall, Sec. & Treas.

**DANVILLE TRANSFER & STORAGE CO.**

The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Distributing. Conveniently located  
in the heart of the wholesale district. Private siding to warehouse, and free  
switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern and Western Classification of freight  
rates, making a most convenient point for the distributing or storage of carloads.  
American Warehouse Association.  
Members National Furniture Warehousemen's Association.  
Members Illinois Furniture Warehousemen's Association.

DECATUR, ILL.

**Decatur Warehouse Company**

(Shumate Transfer)

20-30 INDUSTRY COURT  
TRANSFER—STORAGE

MOVING—PACKING—DISTRIBUTION

BONDED :: LICENSED :: INSURED CARRIERS

EAST ST. LOUIS, ILL.

**The Mississippi Avenue Warehouses**

of the St. Louis Cotton Compress Co.

EAST ST. LOUIS, ILL.

MERCHANDISE - AUTOS - DISTRIBUTION  
SEE ANNUAL DIRECTORY NUMBER

ELGIN, ILL.

**Elgin Storage & Transfer Co.**

A. C. MUNTZ, Pres.

H. C. MUNTZ, Mgr.

Merchandise and Furniture Storage, Long Distance Hauling.  
Bonded Warehouse. Storing, Packing, Shipping.

Warehouse and Office: No. 300 Brook Street

## JOLIET, ILL.

Telephones 501 and 502

**Joliet Warehouse and Transfer Company**

Joliet, Illinois

**MERCHANDISE STORAGE AND DISTRIBUTION**

Best distributing point in Middle West.  
Located on five Trunk Lines and Outer Belt which connects with every road entering Chicago.  
No switching charges.  
Chicago freight rates apply.

## FORT WAYNE, IND.

**FORT WAYNE [WITH MIGHT AND MAIN] STORAGE CO. [THE SAME]**

**FIREPROOF AND NON-FIREPROOF BUILDINGS.**  
Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;  
Wabash R. R.—Private Sidings—Pool Car Distribution

## PEORIA, ILL.

**All Points of the Compass**

Peoria is the logical center of  
distribution for Illinois.

We will be pleased to explain  
our service and facilities.

*Our Dependability Your Assurance of  
Satisfaction*  
Member of A. W. A.

**FEDERAL WAREHOUSE CO.**  
Adams and Oak

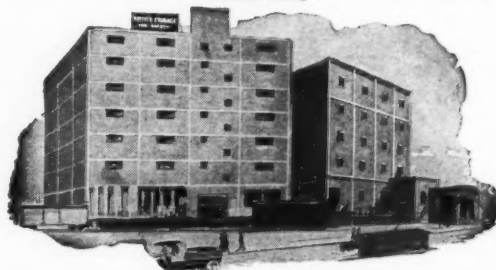
## FORT WAYNE, IND.

**PETTIT'S STORAGE WAREHOUSE CO.**

"FIREPROOF" BUILDINGS

**STORAGE, TRANSFER, DISTRIBUTION**

Located in Center of Business District  
We have our own truck line and are equipped to make prompt deliveries  
Private siding



## ROCKFORD, ILL.

**BARTLETT WAREHOUSE**

TRACKAGE—FREE SWITCHING  
SPARKLING SERVICE

506-514 Cedar St. Phone Main 134

## HAMMOND, IND.

Members N.F.W.A., Allied Van Lines

**JOHNSON****Transfer and Fireproof Warehouse**

MERCHANDISE AND HOUSEHOLD GOODS STORAGE

WAREHOUSE and OFFICE: 405 Douglas Str.

## ROCKFORD, ILL.

MERCHANDISE HOUSEHOLD GOODS  
POOL CAR DISTRIBUTION

**LORDEN STORAGE CO.**

FIREPROOF — LOW RATES

MAIN LINE—ILLINOIS CENTRAL RAILROAD  
DAILY MOTOR TRUCK SERVICE—100 MILE RADIUS

## ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES  
160,000 POPULATION — RATE BREAKING POINT  
MOTOR FREIGHT SERVICE IN ALL DIRECTIONS

FEDERAL BARGE LINE TERMINAL  
C. B. & Q. SIDING—FREE SWITCHING

**ROCK ISLAND TRANSFER & STORAGE CO.**

Member of A. W. A.—N. F. W. A.

## INDIANAPOLIS, IND.

SPACE LEASES—MERCHANDISE STORAGE—  
LOW INSURANCE—POOL CARS DISTRIBUTED—  
TRUCK DELIVERIES

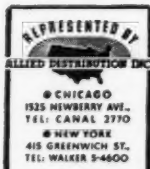


## EVANSVILLE, IND.

"Where waterway-railway-highway meet"

**MEAD JOHNSON TERMINAL CORPORATION**

Subscribers to the Merchandise Warehousing Trade Code,  
under Certificate No. 34-309.

**Combination River-Rail Truck Terminal & Warehouse**

90,000 sq. ft. floor space on one floor. Served by two railroads—C. & E. I. and L. & N. Reciprocal switching to all Evansville industries. Fireproof; Sprinkler system; Thermostatically heated; Lowest insurance. Ideal trucking facilities. Store door service. Merchandise storage. Pool car distribution. Served by American Barge Line, Mississippi Valley Barge Line and Independent Tows.

EVERYTHING NEW—STRICTLY MODERN

## INDIANAPOLIS, IND.

**Indianapolis Warehouse and Storage Co.**

330 West New York St. Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000  
Square feet, private siding C.C.C. & St. L. Pool Car Dis-  
tribution. Lease Space. Office Space.

Member of A.W.A. - Ind. W. A. - Associated Warehouses, Inc.

## INDIANAPOLIS, IND.

**Mann Transfer & Storage Company**

222 W. Merrill St., Indianapolis, Ind.

Prompt, careful Warehouse and Transfer Service. Pool car  
distribution. Our personnel possesses the special knowledge  
required to ship Farm Implements and Parts, and this class  
of business is solicited.

Free Switching

Modern Facilities



INDIANAPOLIS, IND.

**Strohm Warehouse & Cartage Company**  
250 W. McCarty St. Telephone RI. 5513

General Merchandise Cold Storage. Pool Car Distribution and  
Checking Out. All Merchandise on Check Out Cars Placed  
on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

INDIANAPOLIS, IND.

"Service That Satisfies"



POOL CAR DISTRIBUTION

**TRIPP WAREHOUSE COMPANY**  
MERCHANDISE AND MACHINERY STORAGE  
Centrally located in Shipping District  
Private siding—C. C. & St. L. R. R.

MASON CITY, IOWA

Hub of Northern Iowa  
and Southern Minnesota Territory

**MASON CITY WAREHOUSE CORP.**

Fireproof Storage of All Kinds

MASON CITY, IOWA

Served by: C&NW, CRI&P, CGW, CMS&P&F & M&StL RAILWAYS

SIOUX CITY, IOWA

"Our Customers Are Always Satisfied"

**Iseminger's Storage and Cartage Co.**

Your Choice for the Sioux City Territory  
Transfer and Storage of Household Goods  
Distribution of Merchandise

G. W. ISEMINGER, Mgr.

WATERLOO, IOWA

**IOWA WAREHOUSE CO.**

Fireproof Warehouse Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

TERRE HAUTE, IND.

**Bauermeister Terminal Company**

Private R.R. Track Capacity 21 Cars connecting with all Lines.

Merchandise Storage and Distribution a Specialty  
Pool Cars Solicited

Motor Trucks for Store Door Delivery. Our clients do the selling—We  
do the rest. U. S. Licensed and Bonded Canned Foods Warehouse  
License No. 12-4.

EMPORIA, KANSAS

**L. R. BAILEY TRANSFER & STORAGE CO.**

14-16-18 West 5th Ave.

Household Goods Storage, Packing, Shipping.  
Merchandise Storage.

An Ideal Distribution Point for Kansas.

Member N. F. W. A.—K. W. & T. A.

DAVENPORT, IOWA

Including Rock Island and Moline, Ill.

**Ewert & Richter Express & Storage Co.**

Fireproof Warehouse, on Trackage—in the Business and  
Shipping District of Davenport.

Pool car distribution—Mds. & H.H.G. with motor truck  
service—direct from our Combined Rail and Truck Terminal.

A.W.A.—N.F.W.A. Phone Ken. 543

HUTCHINSON, KANSAS

N. F. W. A.—A. W. A.

**CODY**

**Transfer & Storage Co.**

Fireproof Warehouse — Merchandise and Household Goods  
Private siding — Free switching — Pool car distribution

DES MOINES, IOWA

**BLUE LINE STORAGE CO.**

200-226 - Elm - Des Moines, Ia.

Merchandise and Household Goods Storage  
Private Siding—Free switch from any R.R. entering  
Des Moines

Members: A.W.A.—N.F.W.A.—Ia.W.A.—M.O.W.A.

KANSAS CITY, KANSAS

**Inter-State Transfer and Storage Company**

**FIREPROOF WAREHOUSE**

Packing, Moving, Storing and Shipping  
738-740 Armstrong

L. J. CANFIELD, Proprietor

Telephone Drexel 3430

DES MOINES, IOWA

Member American Chain of Warehouses

Fire  
Proof  
Ware-  
house

**MERCHANTS**  
TRANSFER & STORAGE CO.

9th  
&  
Mulberry

TRY OUR SUPERIOR SERVICE

35 years' warehousing nationally known accounts  
gives you Guaranteed Service  
Daily reports of shipments and attention to  
every detail.

TOPEKA, KANSAS

E. H. White, Pres. & Treas. E. F. Dean, Vice-Pres. A. G. Durall, Sec.

**TOPEKA TRANSFER AND STORAGE Co., Inc.**

Established 1888

A.W.A. N.F.W.A.  
FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS  
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY  
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P, U.P. and W.P.

DES MOINES, IOWA

ESTABLISHED 1880

**White Line Transfer & Storage Co.**

120 So. FIFTH AVE.

DES MOINES, IOWA

Moving: Packing: Shipping, Consolidators and Forwarders  
Fireproof and Non-Fireproof Storage of

**AUTOMOBILES, INFLAMMABLES, HOUSEHOLD GOODS**  
**MERCHANDISE (All Kinds)**

Private Siding—Free Switching to and from All Lines Entering Des Moines  
(Lowest Insurance)

Member: A. W. A., Mo. W. A., Ia. W. A., Mo. W. A.

WICHITA, KANSAS



Write or Wire

**Cassell**  
TRANSFER & STORAGE CO.

WICHITA, KANSAS

Fireproof Storage and Sprinkler System

## WICHITA, KANSAS

**A Modern Distribution and  
Warehousing Service**

**Brokers Office & Warehouse Co.**  
Murray E. Cuykendall, Gen. Mgr.

**WHAT IT MEANS TO YOU**

Not something for nothing, but doing what you want  
done intelligently, economically and promptly.

**AT YOUR SERVICE**

## WICHITA, KANSAS

**The Central Warehouse and Storage Corporation**  
135-141 North Santa Fe Street, Wichita, Kansas  
Established 1914 **Merchandise Storage Only**

We have over 50,000 square feet storage space. Storage and distribution rates quoted  
on application. Reinforced steel and concrete, fire-proof building. Very low insur-  
ance rates. One hour watchman service. Located on the Wichita Terminal Association  
and the Atchison, Santa Fe railroad track. Chicago, Rock Island, St. Louis, San  
Francisco, Missouri Pacific Railroads. Own private track with facility to handle  
six cars. Local distribution by our own trucks. We specialize in pool car service.  
"Courtesy and Service"

## WICHITA, KANSAS

**MID-CONTINENT  
WAREHOUSE COMPANY**  
BONDED

East William St., Commerce to Santa Fe  
**MERCHANDISE STORAGE  
DISTRIBUTION**

A SUPERIOR SERVICE REASONABLY  
AND INTELLIGENTLY RENDERED

CHAS. KNORR, Manager

Telephone 3-8289

Forty years' experience in handling merchandise

## WICHITA, KANSAS

**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at  
TWO BIG  
MARKETS  
WICHITA, KANSAS — KANSAS CITY, MO.

## LEXINGTON, KY.

**THE UNION  
TRANSFER and STORAGE  
COMPANY, Inc.**  
**THREE LARGE  
WAREHOUSES**

Fireproof and Non Fireproof. Centrally Located.  
Warehouses on Private Sidings. Free Switching Charges.  
DISTRIBUTION OF POOL CARS A SPECIALTY  
**MERCHANDISE AND HOUSEHOLD GOODS**  
WE FURNISH MOTOR TRUCKS AND TEAM SERVICE  
Member American Chain of Warehouses

## LOUISVILLE, KY.

EMANUEL LEVI, Pres.

W. L. STODGHILL, Gen. Mgr.

**FIREPROOF STORAGE COMPANY, Inc.**

908 W. LIBERTY ST.

MODERN FIREPROOF H. H. GOODS DEPOSITORY  
MOVE—PACK—SHIP

Member: Mayflower Warehousemen's Association

## LOUISVILLE, KY.

**Louisville Public Warehouse Company**  
25 WAREHOUSES \$750,000 CAPITAL

Louisville Member

AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.  
Gen'l Mds. — H. H. Goods

## ALEXANDRIA, LA.

**ALEXANDRIA'S  
MINUTE MOVERS**

Moving . . . Crating . . . Storage

Your Next Move . . . let Ellington's  
arrange it. Every detail attended to.  
Every need anticipated. Every ser-  
vice included . . . the best costs no  
more.

Insured Carriers for Local and Long  
Distance Hauling. Motor truck and  
team service. Pool cars distributed.  
Consign shipments via T & P or M.P.

HOUSEHOLD GOODS

Member of T.S.W.

**ELLINGTON'S TRANSFER & STORAGE CO.**

PHONE 7  
P.O. BOX 332

PHONE 11  
ALEXANDRIA, LA.

## MONROE, LA.

**Faulk-Collier Bonded Warehouses, Inc.**  
Operating



Bonded Brick Warehouses for Merchandise and Household  
Goods Storage. Trucks for All Classes Drayage. Private  
Sidings Missouri Pacific Ry. Switching Limits All Rail  
Lines and River Connections. Our Traffic Department Will  
Help Solve Your Distribution Problems.

Member of A.W.A. - N.F.W.A. - S.W.A. - A.V.L.

The Men Who Distribute  
**Hoosier Kitchen Cabinets**

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

NEW ORLEANS, LA.

**Importers' Bonded Warehouse**  
and  
**Bienville Warehouses Corporation, Inc.**  
R. W. DIETRICH, President

NEW ORLEANS, LA.

Complete Warehousing and Distribution Service for New Orleans and its territory.  
200,000 square feet of storage space with track room for 30 cars at one placement. Licensed by and bonded to the State of Louisiana, and the U. S. Government.  
Office, 340 Bienville St.

Member A. C. W.—A. W. A.

NEW ORLEANS, LA.

**Commercial Terminal Warehouse Company**  
INCORPORATED

**Modern Merchandise Warehouses**

A dependable agency for the distribution of merchandise and manufactured products.

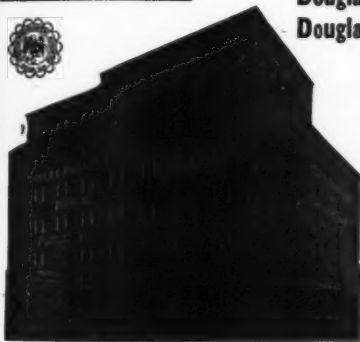
Storage Cartage Forwarding Distributing  
Bean Cleaning and Grading Fumigating

Office 402 No. Peters Street  
NEW ORLEANS

LOUISIANA

NEW ORLEANS, LA.

**Douglas Shipline Storage & Douglas Public Service Corps.**



New Orleans, La.  
Sprinklered storage—  
1,050,000 square feet.  
Mdse. and Furniture.  
Switch track capacity  
—60 cars.

Nine warehouses convenient to your trade.  
Loans made against negotiable receipts.  
Trucking Department operating 55 trucks.  
Insurance Rates 12c to 22c.

Represented by  
Distribution Service, Inc.  
New York Chicago San Francisco

NEW ORLEANS, LA.

**GALLAGHER**

**TRANSFER AND STORAGE CO., INC.**

927-945 Magazine St.

Modern Fireproof Warehouse

You may depend on us to treat your clients as our own when you call on us to serve them in New Orleans.

Members—N.F.W.A. and A.W.A.

NEW ORLEANS, LA.

NEW ORLEANS, LA.

2nd PORT, U. S. A.

All cement warehouses, low insurance, low handling costs.  
Located on Mississippi River—Shipline connection.  
Electrical unloading and piling devices provided to eliminate damage in handling.

Excellent switching connections, with all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**  
New Orleans, La.

NEW ORLEANS, LA.

"LET US GIVE YOU THE BEST"

**Standard Warehouse Company, Inc.**

100 Poydras St.

New Orleans, La.

Twenty trucks and twenty cars can be handled simultaneously at our 800 feet of platform. Rail and water facilities are at our doors. More than 100,000 feet of space, and every possible facility for storage, drayage, distribution of pool cars. In fact, every branch of the merchandise warehouse industry is at your immediate disposal.

Member of Texas Southwest Warehouse and Transfermen's Association, Inc.

BANGOR, MAINE

**McLAUGHLIN WAREHOUSE CO.**

Established 1875

Incorporated 1918

**General Storage and Distributing**



Rail and Water Connection—Private Siding

Member  
American Chain of Warehouses  
American Warehousemen's Association  
National Furniture Warehousemen's Association



BALTIMORE, MD.

For Details See Directory Issue  
Distribution and Warehousing

**BALTIMORE FIDELITY WAREHOUSE CO.**

T. E. WITTERS, President

Baltimore's Most Modern Merchandise Warehouses  
Rail and Water Facilities  
Pool Car Distribution—Storage—Forwarding  
Private Siding Western Maryland Railway

BALTIMORE, MD.

Established 1905

THOS. H. VICKERY, Pres.

**FIREPROOF WAREHOUSE**

**BALTIMORE STORAGE CO.**

Charles and 26th Sts.

Every facility for the handling of your shipments



BALTIMORE, MD.

**CAMDEN WAREHOUSES**

Operating Terminal Warehouses on Tracks of  
The Baltimore & Ohio Railroad Co.

Storage—Distribution—Forwarding  
Tobacco Inspection and Export—Low Insurance Rates  
Consign Via Baltimore & Ohio Railroad

BALTIMORE, MD.

Est. 1904

**CENTRAL WAREHOUSE CO., Inc.**

Rail Connections — Motor Trucks — Pool Car Service  
**Merchandise Storage and Distribution**

Complete Branch Warehouse Service — Low Insurance  
Located in Heart of Wholesale and Jobbing District

4 Blocks from Actual Center of City  
515-525 W. Baltimore St. — 502-508 W. Redwood St.

BALTIMORE, MD.

Main Office: 34 S. Eutaw St. Established 1896  
Branch Offices: N. Y., Wash., Phila., Norfolk

**DAVIDSON**

**TRANSFER AND STORAGE CO.**

Offering the most complete Moving, Hauling and Freight Service in Baltimore  
Handling Distribution of Nationally Known Products for 35 Years  
Fleet of Delivery Trucks Covering City and Vicinity Twice Daily

"U. S. Customs Bonded Draymen"

Member of Maryland Furniture Warehousemen's Ass'n



BALTIMORE, MD.

# FIDELITY

STORAGE CO.

2104-6-8 MARYLAND AVE.

*Your Clients Efficiently Served  
All Collections Promptly Remitted*

**MOTOR FREIGHT SERVICE**

Household Goods Pool Car Distribution Merchandise

*Maryland Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

**Baltimore's Modern Fireproof Warehouse**

MARTIN J. REILLY, PRES.

A. BERNARD HEINE VICE-PRES.

BALTIMORE, MD.

J. NORMAN GEIPE,  
Pres. & Treas.



**Fireproof Storage Warehouses**

General Offices: 524-530 West Lafayette Ave.

HOUSEHOLD GOODS AND  
MERCHANDISE

25 VANS QUICK DELIVERIES  
LONG DISTANCE MOTOR FREIGHT



BALTIMORE, MD.

Merchandise—Storage

**McCormick Warehouse Co., Inc.**

McCormick Bldg.

Rail Connections

BALTIMORE, MD.

# SECURITY STORAGE CO.

15 W. NORTH AVE.

FIREPROOF MODERN WAREHOUSE

MOTOR VAN SERVICE

EFFICIENT AND COURTEOUS MANAGEMENT

BALTIMORE, MD.

*Satisfactory service guaranteed*

**The Terminal Warehouse Company  
of Baltimore City**

*has received, stored and distributed merchandise  
since the year 1893*

The four warehouses operated by the Company have Pennsylvania Railroad sidings and one has also a steamship pier extending into the harbor.

BOSTON, MASS.

**BANKERS WAREHOUSE COMPANY**

24-32 Farnsworth Street

GENERAL MERCHANDISE

Free and Bonded Storage

N. Y., N. H. & H. Private Siding

Pool Car Distribution

Member Mass. W. A.

BOSTON, MASS.

# SHIPPING TO BOSTON?

Use our complete facilities for the expert handling of household goods.

Modern equipment for lift vans and containers.

**T. G. BUCKLEY COMPANY** 690 DUDLEY ST., BOSTON

OPERATING DORCHESTER FIREPROOF STORAGE WAREHOUSE

Members—N.F.W.A.,—Mass. W. A.,—A.V.L.,—Can. W. A.

BOSTON, MASS.

# CONGRESS STORES, INC.

38 STILLINGS ST.

PERSONAL  
SERVICE

GENERAL  
MERCHANDISE STORAGE

CENTRAL  
LOCATION

*Pool Car Distribution*

Sidings on N. Y., N. H. & H. R. R.

Protected By  
A.D.T. Service

Member  
Mass. Warehousemen Assn.

BOSTON, MASS.

Established 1896

PACKING

MOVING



STORING

SHIPPING

COMPLETE WAREHOUSING FACILITIES

CONTAINER SERVICE

48 Bromfield St. Member Mass. W. A. May. W. A. 3175 Washington St.

BOSTON, MASS.

**FEDERAL WAREHOUSE, INC.**

34-38 MIDWAY ST., BOSTON, MASS.

Storage Capacity, 100,000 Sq. Ft.

Low insurance rate, direct track connection N. Y., N. H. & Hartford R. R. General Merchandise. Storage and distribution. Negotiable and Non-negotiable warehouse receipts. Space reserved for merchandise requiring non-freezing temperature.

*Pool Car Shipments — Auto Truck Service*  
William F. Heavey, President and General Manager

**Pluck and Business  
Enterprise  
All in One Word  
"Advertise"**

**BOSTON, MASS.**

**CHARLES RIVER STORES**  
131 Beverly Street  
Boston and Maine R. R.

**ALBANY TERMINAL STORES**  
157 Kneeland Street  
Boston and Albany R. R.

**FRANCIS FITZ WAREHOUSE**  
30 Pittsburgh Street  
N. Y., N. H. and H. R. R.

DIVISIONS OF

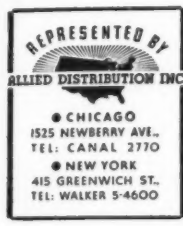
**FITZ WAREHOUSE  
AND  
DISTRIBUTING CO.**

**GENERAL MERCHANDISE  
STORAGE**

Free and Bonded Space

-:-

Pool Car Service



Successors to

**FRANCIS FITZ CO. AND THE  
GENERAL STORAGE DIVISION  
OF QUINCY MARKET COLD  
STORAGE AND WAREHOUSE  
CO.**

*Rail and Motor Truck Deliveries  
to All Points in New England*

**CAMBRIDGE, MASS.**

Consign Your  
Lift Van Shipments to Us

**CLARK & REID CO., Inc.**

380 GREEN ST., CAMBRIDGE, MASS.

PACKING, STORING, SHIPPING OF

HOUSEHOLD GOODS

OUR SERVICE INCLUDES ALL GREATER BOSTON

Member of { N.F.W.A.—Mass. W. A.—Mass. F. & P. A.—Conn. W. A.  
Hauling Agent Allied Van Lines

**FALL RIVER, MASS.**

**BOSTON, MASS.  
NEW BEDFORD, MASS.  
PROVIDENCE, R. I.  
NEWPORT, R. I.**

Direct R. R. Siding N. Y., N. H.  
& H. R. R.

**Keogh Storage Co.**

Gen. Offices: Fall River, Mass.

Gen. Merchandise Storage

and Pool Car Distribution

Local and Long Distance Trucking.

**FALL RIVER, MASS.**

**NEW BEDFORD, MASS.  
WATUPPA, MASS.**

**Mackenzie & Winslow,  
Inc.**

78 Fourth St.

General Merchandise

STORAGE AND DISTRIBUTION—POOL CAR SHIPMENTS  
DIRECT N. Y., N. H. & H. R. R.—MEMBERS A. W. A.

**PITTSFIELD, MASS.**

**T. ROBERTS & SONS, INC.**

Local and Long Distance Furniture Moving

Fireproof Storage Warehouses  
Household Goods Storage — Packing — Shipping  
Merchandise Storage and Distribution  
Pool Car Distribution

DIRECT R.R. SIDING

B. & A. R.R. OR ANY R.R.

**BOSTON, MASS.**

**Hoosac Storage and Warehouse Company**

Lechmere Square, East Cambridge, Mass.

**FREE AND BONDED STORAGE**

Direct Track Connection B. & M. R. R.

Lechmere Warehouse, East Cambridge, Mass.

Hoosac Stores, Hoosac Docks, Charlestown, Mass.

Warren Bridge Warehouse, Charlestown, Mass.

**BOSTON, MASS.**

**MERCHANTS WAREHOUSE CO.**

**FISKE WHARF STORES**

453 Commercial St.

Boston, Mass.

Free & Bonded Fireproof Stores

Private Siding—Union Freight R. R.

A.W.A. American Chain of Warehouses, Inc. M.W.A.

**BOSTON, MASS.**

**WIGGIN TERMINALS, Inc.**

50 Terminal St.

Boston (29)

Mass.

**STORAGE**

B. & M. R.R.  
Mystic Wharf,  
Boston

N. Y., N. H. & H. R.R.  
E. Street Stores  
South Boston

**BOSTON, MASS.**

**D. S. WOODBERRY CO.**

P. O. Box 57, North Postal Station, Boston.

**FORWARDERS & STORAGE**

Pool Car Distribution Specialists for New England  
Boston & Maine R. R. Siding

**SPRINGFIELD, MASS.**

**Atlantic States Warehouse  
and Cold Storage  
Corporation**

**385 LIBERTY ST.**

General Merchandise and Household Goods Storage  
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats  
and Citrous Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and  
B. & M. R. R.

Member { A. W. A.  
M. W. A.

Daily Trucking Service to  
suburbs and towns within a  
radius of fifty miles.

**SPRINGFIELD, MASS.**

**Connecticut Valley Storage Warehouse Company**

79 Page Blvd., Springfield, Mass.

General Merchandise Storage

"We specialize in service."

Our service includes everything that a manufacturer, distributor, broker or agent  
desires for himself or his customers.

B. & A. R. R. Siding—New Haven and B. & M. Connections

Reference—Any Springfield Bank.

**SPRINGFIELD, MASS.**

E. C. Mooney, Pres. J. W. Connolly, V.-Pres.

**Hartford Despatch and Warehouse Co.**

88 Birnie Avenue

STORAGE AND DISTRIBUTION SERVICE WITHIN 150-MILE  
RADIUS. SPECIAL FACILITIES FOR STORING, MOVING,  
PACKING AND SHIPPING OF HOUSEHOLD EFFECTS.  
ALSO WAREHOUSES AT BRIDGEPORT AND HARTFORD,  
CONN.

Member of A.W.A., N.F.W.A., A.C.W., A.F.L.

## DETROIT, MICH.

**We Have Doubled Our Facilities  
and Doubled Our Service . . .**



Two great storage and distributing systems have been merged to increase their usefulness in the warehouse field.

**Central Detroit Warehouse**

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

**Michigan Terminal Warehouses**

Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the City of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

**CENTRAL DETROIT WAREHOUSE CO.**  
Fort and Tenth Streets, Detroit, Mich.

## DETROIT, MICH.



Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## DETROIT, MICH.

**FEDERAL  
WAREHOUSE COMPANY**

*Personal Service that is different*  
Pool car distribution by our own trucks  
Lafayette 1157-1135 Try us and be convinced

## DETROIT, MICH.

**John F. Ivory Stge. Co., Inc.**

MOVING—PACKING—SHIPPING  
STORAGE—PRIVATE SIDING

6554 Hamilton Ave., Detroit, Mich.

## DETROIT, MICH.

**Henry & Schram Storage &  
Trucking Company**

"The Warehouse of Service"

Merchandise Storage—General Trucking

Car Load Distribution

Private Siding on

Wabash—Canadian Pacific—Pennsylvania  
Pere Marquette Railways

Cartage Agents Wabash and Canadian Pacific Railways

"Your Interests Are Always Ours"

1941-63 W. Fort Street Detroit, Michigan

## DETROIT, MICH.

**JEFFERSON  
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING  
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

## DETROIT, MICH.

O. E. SPECK, General Manager

**WAYNE WAREHOUSE CO.**

1965 Porter St.

Detroit, Mich.

We operate a recently constructed, modern type warehouse in the downtown, wholesale section. Private siding on the Michigan Central. Every facility for prompt, accurate distribution of general merchandise accounts. Send your inquiries to attention of O. E. Speck, General Manager

Member of Distribution Service, Inc.

The Men Who Distribute  
**American Crayons**  
Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

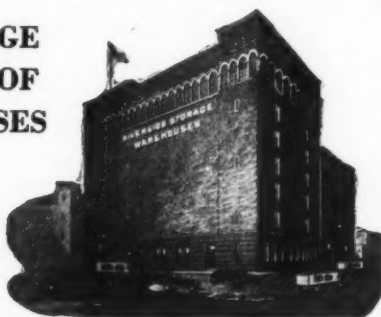


**DETROIT, MICH.**

James D. Dunn, President and Treasurer

**FOUR LARGE  
FIRE-PROOF  
WAREHOUSES**

**STORAGE  
PACKING  
SHIPPING**



Household Goods

**"SERVICE WITH SECURITY"**

*Located in the heart of the jobbing district*

We solicit the careful handling and warehousing of special merchandise accounts such as Refrigerators, Vacuum and Radio Equipment, Washing and Ironing Machines, Drugs and Toilet Supplies and package goods of every kind.

Personal service guaranteed. Let us represent your interests in Detroit.

**RIVERSIDE STORAGE AND CARTAGE CO.**  
Cass and Congress Sts. Detroit, Mich.

Member: NFWA—AWAm—MichFWA—MichWA—DFWA

**FLINT, MICH.**

**CENTRAL WAREHOUSE CO.**

WATER AND SMITH STS.

**COMPLETE WAREHOUSING SERVICE**

SPRINKLERED RISK G. T. TRACKAGE

**GRAND RAPIDS, MICH.**

A COMPLETE WAREHOUSING AND  
DISTRIBUTING SERVICE

**COLUMBIAN STORAGE & TRANSFER CO.**

*Approximately 75% of All Commercial Storage  
in Grand Rapids Handled Thru Columbian*

**KALAMAZOO, MICH.**

**THE LARGEST MERCHANDISE WAREHOUSE  
IN SOUTHWESTERN MICHIGAN**

Private Siding. Free Switching Service.  
Moving—Packing—Storage

**NATIONAL STORAGE COMPANY**

Fireproof Warehouse  
301-311 EAST WATER ST. KALAMAZOO, MICH.

**LANSING, MICH.**

*"Center of Michigan"*

**FIREPROOF STORAGE CO.**

H. H. HARDY, Manager  
SERVICE—SAFETY—SATISFACTION—GUARANTEED  
MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
Merchandise Storage—Pool Car Distribution  
Member of A. W. A.

**LANSING, MICH.**

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW  
440 No. Washington Ave.  
(Member of Allied Van Lines, Inc.)



**PONTIAC, MICH.**

Member—N.F.W.A., A.V.L., Mich.F. W. A.

**GAUKLER FIREPROOF STORAGE CO.**

Moving, storing, packing and shipping of household goods  
9-11 ORCHARD LAKE AVE.

Operated in conjunction with

**PONTIAC CARTAGE COMPANY**

350 S. JESSIE ST. AT G. T. R. R.  
Merchandise distribution and warehousing  
Fireproof warehouse—Office space—Private siding

**SAGINAW, MICH.**

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS

**MERCHANDISE DISTRIBUTION**

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH. Office  
N. Michigan Ave.

**DULUTH, MINN.**

**MCDUGALL TERMINAL and COLD STORAGE CO.**  
DULUTH, MINN.

THE GATEWAY TO THE NORTHWEST

Cold  
Storage



General  
Merchandise

POOL CAR DISTRIBUTION

LOCATED IN THE HEART OF THE JOBBING DISTRICT

LOW INSURANCE RATE

R. D. ALWORTH, Pres.

B. E. HALGREN, Gen. Mgr.

**MINNEAPOLIS, MINN.**

Established 1880

**CAMERON**

**TRANSFER & STORAGE CO.**

734-758 Fourth St. No.

Conveniently located on CBQ & GN Ry. tracks.  
Local and long distance motor truck service.

**MINNEAPOLIS, MINN.**

In Minneapolis—

**MINNEAPOLIS TERMINAL  
WAREHOUSE COMPANY**

provides complete storage and distribution services  
for the Northwest Market for many of the largest  
National distributors.

In St. Paul and Minnesota Transfer—

**ST. PAUL TERMINAL WAREHOUSE  
COMPANY**

offers the same progressive services and facilities under  
the same management. We invite your inquiries.

## MINNEAPOLIS, MINN.

# KEDNEY

## WAREHOUSE COMPANY

*Complete Distribution Service*

## MINNEAPOLIS

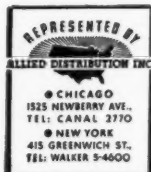
617 Washington Ave., N.

Operating 200,000 square feet of modern, low insurance rate space. Protected by A.D.T. fire alarm system. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.

## ST. PAUL

8th &amp; Johns St.

Operating 150,000 square feet of modern reinforced concrete space, with sprinkler protection. Private railroad sidings on G.N. and C.B.&Q. Motor trucks for prompt store-door delivery.



ST. PAUL, MINN.

## ROCHESTER, MINN.

## Carey Transfer & Storage

903 6th St., N. W.

S.B. Warehouse: (MDSE & HHG). City and interurban delivery of Merchandise. Movers, packers, shippers and manufacturers' distributors. Motor van service. Assoc. AWA MinnWA.

## ST. PAUL, MINN.

## CENTRAL WAREHOUSE COMPANY

### SAINT PAUL-MINNEAPOLIS

At the junction of nine railroads where one stock serves the Twin Cities and Northwest. L. C. L. shipping without carting. Twenty warehouses. Five miles of trackage. Served by our own electric locomotive.

## MERCHANDISE STORAGE

## DISTRIBUTION COLD STORAGE

\$2,000,000.00 investment. \$50,000.00 bond. Shipping station—Minn. Transfer, Minn.

Represented by

## DISTRIBUTION SERVICE, INC.

188 Broad St. NEW YORK CITY Phone Bowling Green 9-9988  
445 W. Erie St. CHICAGO Phone Sup. 7189  
525 Third St. SAN FRANCISCO Phone Sutter 3481

*An Association of Good Warehouses  
Located at Strategic Distribution Centers*

## ST. PAUL, MINN.

In St. Paul and Minnesota Transfer—

## ST. PAUL TERMINAL WAREHOUSE COMPANY

provides complete storage and distribution services for the Northwest Market for many of the largest National distributors.

In Minneapolis—

## MINNEAPOLIS TERMINAL WAREHOUSE COMPANY

offers the same progressive services and facilities under the same management. We invite your inquiries.



## MINNEAPOLIS, MINN.

## The Northwestern

# TERMINAL

PUBLIC BONDED WAREHOUSE  
WITH COMPLETE FACILITIES

OPERATING OFFICE: 600 Stinson Boulevard, Minneapolis, Minn.  
Members, Minn. W.A.

## MOORHEAD, MINN.

"Service That Satisfies"

## MOORHEAD STORAGE AND TRANSFER CO.

(Operated by Leonard, Crosset &amp; Riley, Inc.)

A complete merchandise and pool car distribution Warehouse, Bonded. Steam heat and sprinkler system throughout entire building. On main line G. N. & N. P. Railways, our own private Terminals. Lowest insurance rates any storage warehouse in the Northwest.

## JACKSON, MISS.



## RICKS STORAGE CO.

BONDED WAREHOUSEMEN

Complete Warehouse Facilities for Storage and Distribution

MERCHANDISE

Experienced Organization and Equipment for  
MOVING, PACKING and STORING  
HOUSEHOLD GOODS

Modern Buildings, Sprinklered, Private Siding ICRR Co.,  
Low Insurance Rate  
MOTOR TRUCK SERVICE

## VICKSBURG, MISS.

We have the facilities for serving you and your trade to the best possible advantage.

## Z. B. SCHWARZ & CO.

### VICKSBURG, MISSISSIPPI

THE CENTRAL DISTRIBUTING POINT FOR MISSISSIPPI AND LOUISIANA  
MODERN, SPRINKLERED WAREHOUSE—MOTOR FREIGHT DEPOT—  
BONDED, INSURED TRUCK SERVICE

Pool Cars a Specialty—Maximum Service at Minimum Cost

## The Men Who Distribute Squibb's Products

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

JOPLIN, MO.

**Tonnies Transfer & Storage Co.**

1027-41 Virginia Ave. Joplin, Mo.

Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates

PACKING—STORAGE—SHIPPING

KANSAS CITY, MO.

In Kansas City

it's the **A-B-C FIREPROOF WAREHOUSE CO.**

Distribution Cars are so handled as to carefully safeguard your own interests and those of your customers.

Three Fireproof  
Constructed Warehouses

Agents  
Allied Van Lines, Inc.

KANSAS CITY, MO.

MERCHANDISE STORAGE  
LOW INSURANCE RATES  
POOL CAR DISTRIBUTION  
FREIGHT FORWARDERS  
AND DISTRIBUTORS  
DAILY TRUCK SERVICE  
TO ENTIRE SOUTHWEST

MEMBER OF  
American Chain of Warehouses  
American Warehousemen's  
Association • Traffic Club  
Chamber of Commerce

**ADAMS**  
TRANSFER & STORAGE CO.  
"Surrounded by the Wholesale District"  
UNION TRUCK TERMINALS  
228-236  
West Fourth St.

KANSAS CITY, MO.

"OVER 50 YEARS OF KNOWING HOW"

**CENTRAL STORAGE CO.**

PROVIDES

"Kansas City's Best Warehouse Service"

PACKAGE STORAGE—OFFICE SPACE—SPACE LEASES—  
TRUCK DELIVERIES—POOL CARS DISTRIBUTED—  
LOW INSURANCE

Main Office and Plant—1427 West 9th St.  
in Center of Wholesale and Freight House District

KANSAS CITY, MO.

Financing

**CROOKS TERMINAL WAREHOUSES**

"Kansas City's Finest Warehouses"

LOWEST INSURANCE RATES  
BEST RAILROAD FACILITIES  
IN THE HEART OF THE FREIGHT  
HOUSE AND WHOLESALE DISTRICT

Operating  
Brokers' Warehouse, Security Warehouse, Terminal  
Warehouse

KANSAS CITY, MO.

**MONARCH STORAGE**  
DAN P. BRAY, Pres.

Main Office  
1818 E. 31st St.

Branch Office  
39th & Main

Member of Mayflower Warehousemen's Association

KANSAS CITY, MO.

**W. E. Murray Transfer & Storage Co.**

Modern Fireproof Warehouse with private siding on terminal tracks  
connecting all Railroads.

Distribution and Storage Merchandise and H. H. Goods.  
Pool Cars Promptly Handled and Reports Mailed in.  
Motor Truck Service, City and Interurban.

LOWEST INSURANCE RATE IN KANSAS CITY  
2015-17-19 Grand Ave. Kansas City, Mo.

KANSAS CITY, MO.

**THE ONLY WAY TRANSFER & WAREHOUSE COMPANY**

Merchandise  
Storage and Drayage  
Pool Car Distributors

Parcel Post Forwarders  
Track connections with all  
railroads.

In the heart of the Freight House and Wholesale District  
"30 years of continuous service"

KANSAS CITY, MO.

Member { American Warehousemen's Assn.  
Missouri Warehousemen's Assn.  
K. C. Warehousemen's Assn.

**RADIAL WAREHOUSE COMPANY**

POOL CAR

Shipments Forwarded Without Drayage Charge

MERCHANDISE

Storage and Distribution

We solicit your business and offer you SERVICE that is satisfactory at all times.

KANSAS CITY, MO.

**The H. H. SMITH STORAGE CO., Inc.**

1015-19 MULBERRY ST.

General Merchandise Storage and Distribution

Office and Loft Space to Lease

Private Sidings—CBQ—U.P.Rys.

KANSAS CITY, MO.

**UNITED WAREHOUSE CO.**  
Merchandise Warehouses  
at  
TWO BIG MARKETS  
WICHITA, KANSAS ← → KANSAS CITY, MO.

KANSAS CITY, MO.

2020-24 • WALNUT • ST.

**WALNUT STORAGE**

BONDED  
WAREHOUSE

COMPLETE  
FACILITIES

ST. LOUIS, MO.

ESTABLISHED 1913

Unsurpassed Facilities for Handling  
Household Goods, Fireproof Warehouse

Your Interests Will Be Safely Guarded

**BENA. LANGAN**  
STORAGE & VAN CO.

5201 Delmar Blvd.

Member Chamber of Commerce, N. F. W. A.

ST. LOUIS, MO.



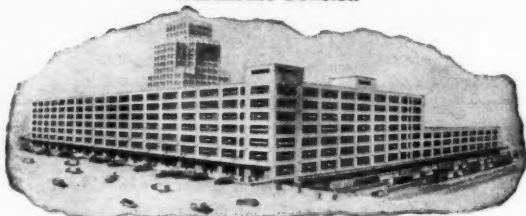
**S. N. Long Warehouse**  
ST. LOUIS

"Business Making Service"





## ST. LOUIS, MO.

**St. Louis Mart, Inc.**  
Warehouse Division

**Merchandise Storage**  
State and U. S. Customs Bonded  
12th Blvd. at Spruce St. St. Louis, Mo.

**ST. LOUIS TERMINAL WAREHOUSE CO.****Largest Warehouse Organization in St. Louis**  
(For industrial storage)

We operate five separate storage warehouses, all on railroad tracks with private sidings connecting with all rail lines entering St. Louis; also, all warehouses have free carload delivery and receipt of merchandise to and from Mississippi River Barge Line. Three of our warehouses are built over a Union Freight Depot, which permits us to forward your freight economically. Our fleet of trucks deliver to St. Louis and to surrounding towns and cities daily.

We handle a larger volume of business than any other Industrial Storage organization in St. Louis, and our warehouses are so located as to serve every industry conveniently and economically.

Let us help increase your sales by prompt, accurate and courteous service.

886 CLARK AVE. GENERAL OFFICES: ST. LOUIS, MO.

## MISSOULA, MONT.

J. W. Reely, Prop.

Established 1903

Basement and Warehouse Space Furnished Merchants and Wholesale Houses  
Expert Packing, Crating, Shipping by Rail or Truck

**Reely's General Storage and Transfer**  
DISTRIBUTING AND FORWARDING

*Pool Cars, Merchandise, Machinery and Household Goods a Specialty*  
Private Spurs to N. P. and Milwaukee Railways. No Switching Charge  
Warehouse on U. S. Highways No. 10 and 33. Headquarters for Freight Truck Lines  
734 W. BROADWAY, MISSOULA, MONT.

The Men Who Distribute  
'Gold Dust'

Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## HASTINGS, NEBR.



1876 1934  
**Borley Storage & Transfer Co., Inc.**  
Pool Car Distribution  
FIREPROOF BONDED  
FREIGHT TRUCK CONNECTION TO ALL  
OF THE CENTRAL PART OF THE STATE

## LINCOLN, NEBR.

100,000 Sq. Feet  
Lincoln, Nebraska  
301 N. 8th Street

35,000 Sq. Feet  
Grand Island, Nebraska  
311 W. 4th Street

**SULLIVANS**

1889 44 Years of Continuous Service 1934

Merchandise and Household Storage—Pool Car Distribution.  
General Cartage—Trucking—Assembling.

We operate Thirty Trucks and have connections to all points in the State.

Our buildings are clean, both Fire and Non-Fireproof, located on the lines of the C. B. & Q.—Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

**SULLIVANS**

Transfer & Storage Co. Grand Island Storage Co.  
Lincoln, Nebr. Grand Island, Nebr.



## LINCOLN, NEBR.

**UNION TERMINAL WAREHOUSE**

Concrete fireproof construction. 215,000 sq. ft. storage; 3000 sq. ft. office and display space. Consign shipments any railroad. Free switching. Low insurance rates. See D. & W. annual Directory.

**COMPLETE WAREHOUSING SERVICE**

Member: A. C. W.

## OMAHA, NEBR.

16th & Leavenworth, Omaha, Nebr.

**BEKINS**  
VAN & STORAGE CO.

MOVING SHIPPING PACKING STORING

Sioux City, Iowa  
Los Angeles, Cal.  
San Francisco, Cal.  
Oakland, Cal.  
Fresno, Cal.  
Hollywood, Cal.  
Sacramento, Cal.  
Berkeley, Cal.  
Pasadena, Cal.  
Santa Barbara, Cal.  
Beverly Hills, Cal.  
Glendale, Cal.  
San Diego, Cal.

## OMAHA, NEB.

R. J. MAYER, PRESIDENT

**CENTRAL STORAGE & VAN CO.**

MAIN OFFICE... 1101-13 JACKSON ST.

**COMPLETE WAREHOUSING SERVICE**

FIREPROOF WAREHOUSE... TRACKAGE... MOTOR TRUCKS

## OMAHA, NEBR.

**FIDELITY STORAGE AND VAN COMPANY**

Merchandise and Household Storage  
Pool Car Distributor  
Union Pacific Siding—Free Switching  
Low Insurance Rates

Office, 1107 Howard Street Omaha, Nebr.  
Member of May. W. A.—Midwest W. & T. A.—Nebr. W. & T. A.

## OMAHA, NEBR.

Member of N.F.W.A.—A.W.A.

**FORD BROS**  
Van & Storage Co.

OMAHA, NEB.

# GORDON

Storage  
Warehouse, Inc.  
*Merchandise and Household Goods*

Four modern, sprinklered warehouses, located on trackage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St.

Member: A.W.A.—N.F.W.A.

JERSEY CITY, N. J.



## K. & E. DeLuxe Padded Van Co., Inc.

Up-to-date facilities for lift van consignments  
Four story modern storage facilities, private siding on central railroad, distribution of pool car shipment, and a fleet of large padded vans assure speedy delivery.

Main Office, 79 Kearney Ave., Jersey City, N. J.

Branch Office, 1775 Broadway, New York City  
Telephone Night and Day, Delaware 3-8260

MILLBURN, N. J.

THE ORANGES  
MAPLEWOOD  
SHORT HILLS  
MADISON  
MORRISTOWN  
CHATHAM

*Specialists in Handling*  
**Container or Lift Vans**  
*Efficient, Economical Delivery*  
**RIMBACK STORAGE CO.**

MILLBURN, N. J.

Members N.J.F.W.A., N.F.W.A.

OMAHA, NEBR.

## Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution — Pool cars solicited  
Private Siding — Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

**SERVICE THAT SATISFIES IS OUR MOTTO**

Members of the Mid-West Warehousemen's Ass'n, American Warehousemen's Ass'n

OMAHA, NEB.

## THE TERMINAL WAREHOUSE CO.

MAIN OFFICE 1013-23 JONES ST.

**COMPLETE WAREHOUSING SERVICE**

MEMBER A.W.A. N.F.W.A. A.V.L. N.W.A.

NEWARK, N. J.

*Distribution Service*

## ESSEX WAREHOUSE CO.

600 OGDEN ST., NEWARK, N. J.

Located in the very heart of the city.

Direct R.R. Siding and Piers.

A. W. A.  
N. J. M. W. A.

*Merchandise Storage*

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for  
Complete Service in New Hampshire

## NASHUA, N. H. McLANE & TAYLOR

CONCORD, N. H. Bonded Storage Warehouses  
Offices 624 Willow St.

General Merchandise Storage & Distribution, Household  
Goods, Storage, Cold Storage, Unexcelled Facilities,  
Pool Car Distribution

Direct R. R. Siding, Boston & Maine R. R.

EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

## Lincoln Storage Warehouses

Bloomfield	Office, 75 Main Street	Maplewood
Caldwell	—Serving—	Montclair
Glen Ridge		Newark
Irvington		Summit

Agents for Aero Mayflower Transit Company.

HACKENSACK, N. J.

RUTHERFORD, N. J. WESTWOOD, N. J.

## GEO. B. HOLMAN & CO., Inc.

STORAGE      SHIPPING      PACKING

HOUSEHOLD GOODS  
Most Modern Equipment in North Jersey  
Complete Warehouse Service

Motor Vans for Local and Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

Agents: Allied Van Lines, Inc.

JERSEY CITY, N. J.

## Goodman Warehouse Corporation

Gen. Offices—830 Bergen Ave.

Most Modern Fireproof Warehouse in the State

Bayonne Warehouse—21 W. 20th St.

Specialists in New Furniture Distribution

Ideal Distribution Point for Wines and Liquors

Members of N.F.W.A.—N.J.F.W.A.

NEWARK, N. J.

Fine,  
Clean,  
New,  
H H G  
Vaults.  
Central  
Location.  
Equip-  
ment  
for  
handling  
your  
consign-  
ments  
promptly  
and  
intelli-  
gently.



## Knickerbocker Storage Warehouse Company

Newark's Leading Warehouse

96 to 106 Arlington Street

John Mulligan, Pres.      Wm. Mulligan, Vice-Pres.

James E. Mulligan, Sec. and Mgr.

MOVING, PACKING, DISTRIBUTION, SHIPPING, MOTOR

EQUIPMENT

Member N. F. W. A. and N. J. F. W. A.

## NEWARK, N. J.

**Lehigh Warehouse &  
Transportation Co., Inc.**

98-108 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise.

Lehigh Valley Railroad siding.

We operate our own fleet of Motor  
Trucks making store door  
delivery within a radius  
of 30 miles.

## NEW BRUNSWICK, N. J.

**SISSER BROS., INC.**

New Fireproof Storage Warehouse

Gen. Offices: 25 Livingston Ave.

New Jersey's Largest Moving and Distribution  
Specialists

Member N.J.F.W.A. and N.F.W.A.

Somerville, N. J. Plainfield, N. J. New York City  
128-136 E. Main St. 18 Grove St. 80 Day St.

## TRENTON, N. J.

**Petry Express & Storage Co.**

(INCORPORATED)

STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICE

Carloads Distributed.

Manufacturers' Distributors.

Members—N. F. W. A.

## ALBANY, N. Y.

**Albany Terminal & Security  
Warehouse Co., Inc.**

Main office: 1 Dean Street

Storage for every need. Pool cars a spe-  
cialty. Available storage space for rent if  
desired. Direct track connections with all  
railroads running into Albany.Member of  
American Chain of Warehouses  
American Warehousemen's Association

## ALBANY, N. Y.

**Hudson River Storage & Warehouse Corp.**  
(Bonded)STORAGE and DISTRIBUTION  
Private Siding. Sprinklered.

The Men Who Distribute

**Jaques Baking Powder**Read DISTRIBUTION AND WAREHOUSING  
and consult the Directory of Warehouses

## ALBANY, N. Y.



Colonie and Montgomery Sts.

Telephone 3-4101

General Merchandise—Cooler and sharp  
freezer Cold Storage; also U. S. Custom  
Bonded space available. Office and storage  
space for lease. Fireproof construction with  
very low insurance rate. Storage in Transit  
privileges. All classes of modern warehouse  
and distribution service rendered.

## AMSTERDAM, N. Y.

**GEORGE H. MAUS, INC.**  
STORAGE WAREHOUSES

25-35 Hamilton St., Amsterdam, N. Y.

PUBLIC STORAGE, SPRINKLER SYSTEM  
LOWEST INSURANCEOn main line of N.Y.C., West Shore R.R., and New York  
State Barge Canal. U. S. Customs Bonded

## BINGHAMTON, N. Y.

**JOHN B. SOUTHEE, Inc.**  
Moving — Trucking — Storage

Long Distance Moving

Member of  
National Furniture Warehousemen's Association  
Central New York Warehouse Association  
Chamber of Commerce

Phone—Bing: 4391-4392 Office: 178 State Street

## BROOKLYN, N. Y.

**We Specialize on  
Shipments from Correspondents**Call on us at any time for any class of work.  
We can handle collections for you carefully and  
quickly. Our strictly fireproof building is ide-  
ally equipped for storage of household goods and  
valuables. We pack goods for shipment. We  
render our many clients a special service. Our  
fleet of electric and gasoline vans insures you de-  
liveries immediate and safe. If you need any  
special service call on us.**EAGLE WAREHOUSE and STORAGE COMPANY**  
28 to 44 Fulton St., Brooklyn, N. Y.



BROOKLYN, N. Y.

Established 1900

**THOS. F. HEALEY & SONS, Inc.**

FIREPROOF WAREHOUSES

Offices: 2521-23-25 Tilden Ave.

Specializing in Pacific Coast Shipments

Lift Vans and Pool Cars

Door to Door Quotations. Collections Remitted at Once

BROOKLYN, N. Y.



Established 1860

**Peter H. Reilly's Sons**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of Household Goods

BROOKLYN, N. Y.

**Long Island Storage Warehouses, Inc.**

Nostrand and Gates Aves., Brooklyn, N. Y.

**FIREPROOF THROUGHOUT**

Largest and Oldest Established Warehouses in Brooklyn  
Modern in Every Respect

Member of A.W.A.—N.F.W.A.—N.Y.F.W.A.—A.I.W.

BUFFALO, N. Y.

**Knowlton Warehouse Co.**

50 Mississippi Street, Buffalo, N. Y.

**POOL CAR DISTRIBUTION**

**MERCHANDISE STORAGE**

**PRIVATE SIDING**

BROOKLYN, N. Y.

John D. White, Pres. Chas. D. Strang, V. Pres.  
R. C. Kalpe, Treas.

**Chas. D. Strang, Inc.**

Fireproof Warehouses

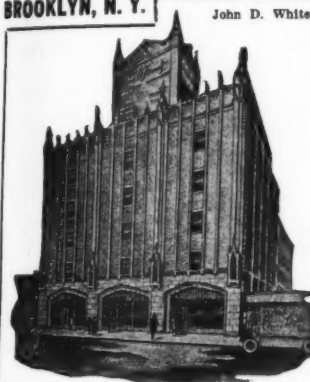
Established 1880

Strang's Service Secures Satisfaction

Consign Your Shipments In Our Care

356-360 Coney Island Ave.  
187-195 S. Portland Ave.  
Brooklyn, N. Y.

Member N. F. W. A.  
N. Y. W. A.



BUFFALO, N. Y.

Let us care for your needs in Buffalo

**Larkin Terminal Warehouse**

Buffalo, N. Y.

Specializes in handling pool cars. No cartage on railroad shipments.

Lowest insurance rates

Stores autos and general merchandise

**Government Bonded Warehouse**

For further information write J. E. Wilson, Traffic Manager

BUFFALO, N. Y.

**THE MARKET TERMINAL WAREHOUSE**

SCHOELLKOPF AND CO., Inc.

Offices 100 Perry St.

IN THE HEART OF THE WHOLESALE DISTRICT

**GENERAL MERCHANDISE STORAGE & DISTRIBUTION**

**POOL CARS DISTRIBUTED**

Private Sidings, Lehigh Valley and all Railroads

Member of A. W. A.

BROOKLYN, N. Y.

**WILLIAM H. STRANG WAREHOUSES**

Inc.

Established 1875

900-910 Atlantic Avenue 892-898 Atlantic Avenue

Packing, Shipping, Moving and Storage of Household Goods

N. Y. F. W. A.—N. F. W. A.

The Men Who Distribute

**Snider's Catsup**

Read DISTRIBUTION & WAREHOUSING and consult the Directory of Warehouses

BUFFALO, N. Y.

**GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE**

Cargo-Handling  
Rail-Lake and Barge  
Terminal  
96 Car Track  
Capacity  
1500 Feet Private  
Dock



Financing—  
Distribution  
Auto Dealers  
Warehousing  
Service  
Office and  
Factory Space

**TERMINALS & TRANSPORTATION CORPORATION**

HARBOR TURNPIKE BUFFALO, N. Y.

ELMIRA, N. Y.

**We Ship Sudden**

Located on Main Line D. L. & W., Erie, Penna. and L. V. Railroads, who will place cars at our PRIVATE Siding without COST.  
BEST Warehouse in the Southern Tier, for Warehousing and Distribution of Pooled Cars.

Reference—R. G. Dun, Bradstreet's, or any Bank in Our City.  
Members A. W. A.—A. C. W.—N. Y. S. W. A.—C. N. Y. W. A.

**JOSEPH BIMBERG SONS**

Storage Warehouse and Transfer

Elmira, N. Y.

ELMIRA, N. Y.

**A. C. RICE STORAGE CORP.**

2—WAREHOUSES—2

**MERCHANDISE—HOUSEHOLD GOODS**

**Pool Cars—Truck and Van Service**



MEMBER

A.W.A.—N.F.W.A.—ALLIED VAN LINES



**ATLANTIC CITY, N. J.**

SITUATED DIRECTLY ON THE OCEAN FRONT AND CONVENIENT TO ALL PIERS AND AMUSEMENTS.

On the Boardwalk

Per day, per person

**\$6.00**

With Meals, Private Bath

European Plan

**\$3.00**

Private Bath

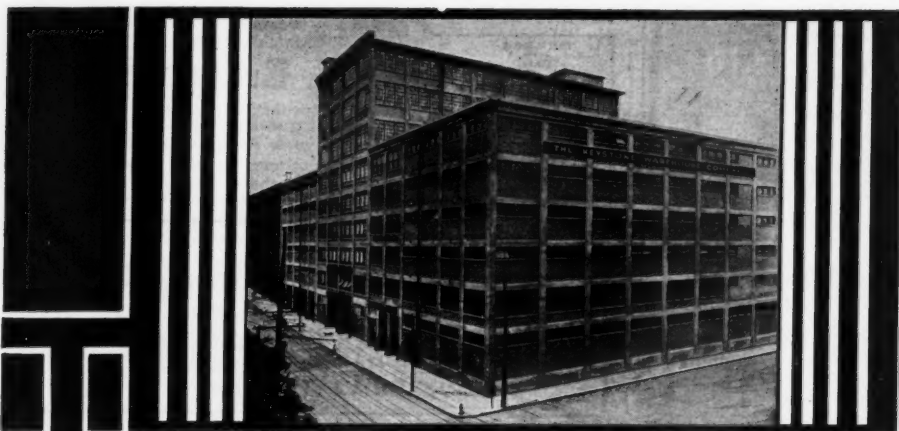
**HOT AND COLD SEA WATER IN ALL BATHS**

Excellent Food

Garage

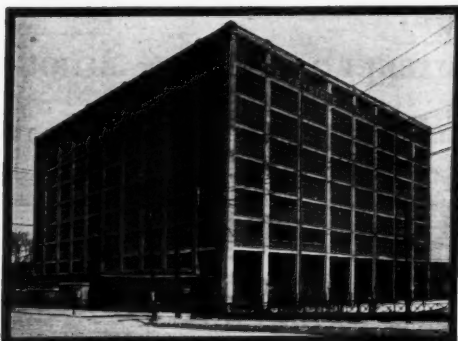
French Cuisine

Emanuel E. Katz, Man. Director

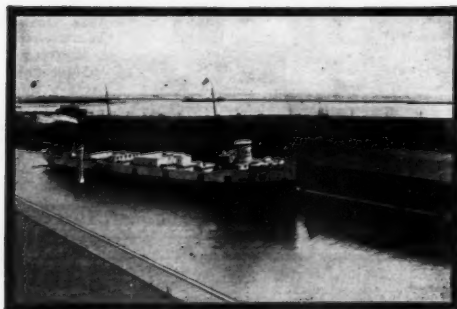


SENECA STREET WAREHOUSE  
Seneca, Hamburg and Alabama Streets

# THE MOST COMPLETE WAREHOUSING SERVICE IN BUFFALO



SWAN STREET WAREHOUSE  
Swan, Hamburg, Myrtle and Jefferson Streets



UNION DOCK WAREHOUSE  
City Ship Canal

Modern warehouses located in the very heart of the wholesale and retail districts are served by all railroads entering the city, Great Lakes steamers and New York Barge Canal lines. The principal suburban auto trucking companies maintain offices within the building. Special attention is given to pool car distribution. Our capacity is 50 cars per day, all of which are worked under cover. This assures the movement of merchandise with utmost safety and dispatch. By making KEYSTONE your warehouse you can reduce your trucking cost and enjoy low insurance rates.

We are especially equipped to warehouse valuable food products and other classes of package merchandise.

Write for details as to how our service  
can be utilized to effect real economies

# Keystone Warehouse Co.

HARVEY C. MILLER, PRESIDENT  
W. J. BISHOP, GENERAL SUPERINTENDENT

## Seneca & Hamburg Sts. BUFFALO, N. Y.

FOREST HILLS, L. I., N. Y.



**Forest Hills Fireproof Storage**

Austin St. and Herrick Ave.

Storage and Shipping of Household  
Goods Exclusively

Serving Forest Hills, Elmhurst, Kew Gardens,  
Richmond Hill, Jackson Heights.

KEW GARDENS, L. I., N. Y.

Telephones, Richmond Hill 3-2871, Cleveland 3-3160-4530

**Kew Gardens Storage Warehouse, Inc.**  
Motor Vans, Packing, Shipping

8636-38 122nd Street  
Semi Fireproof

Jamaica Ave. cor. 129th Street  
Fireproof

Richmond Hill, N. Y.

GREAT NECK, L. I., N. Y.

E. C. J. McShane, Pres.

**Great Neck Storage Co., Inc.**

Offices Cuttermill Road

New Fire Proof Warehouse

for

Household Goods—Works of Art  
Individual Rooms

Members B.&L.I.S.W.A., N.Y.F.W.A., N.F.W.A.

BAYSIDE  
DOUGLSTON  
LITTLE NECK  
MANHASSET  
PORT WASHINGTON



NEW ROCHELLE, N. Y.



Moving, Packing

Storing, Shipping

**O'Brien's Fireproof Storage Warehouse, Inc.**

Packers and Shippers of Fine Furniture  
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White  
Plains, Scarsdale, Hartdale. Send B/L to us at  
New Rochelle.

HEMPSTEAD, N. Y.

*We solicit your patronage for the follow-  
ing towns:*

FREEMONT  
LYNBROOK  
ROSLYN  
HICKSVILLE  
MINEOLA  
WESTBURY  
GLEN COVE  
AMITYVILLE

GLEN HEAD  
BAYSHORE  
PORT WASHINGTON  
ROCKVILLE CENTER  
SEA CLIFF  
LONG BEACH  
MERRICK  
VALLEY STREAM

NEW HYDE PARK  
OYSTER BAY  
WHEATLEY HILLS  
GARDEN CITY  
BALDWIN  
ROOSEVELT  
PLANDOME

**HEMPSTEAD STORAGE  
CORPORATION**

237 MAIN STREET, HEMPSTEAD,  
L. I., N. Y.



NEW YORK, N. Y.

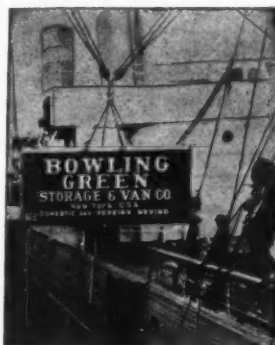
**Abington Warehouses, Inc.**

Merchandise Warehousing and Distribution in the  
Metropolitan District

Centrally Located—250,000 Square Feet—Prompt Service

514-520 West 36th St.

NEW YORK, N. Y.



**Bowling Green  
Storage & Van Co.**

Foreign and Domestic  
Removals

**STORAGE  
PACKING**

Office, 8-10 Bridge St.

Warehouse, 250 West 65th St.

JACKSON HEIGHTS, L. I., N. Y.

ASTORIA, L. I.  
CORONA, L. I.  
LONG ISLAND CITY, L. I.  
FLUSHING, L. I.  
REGO PARK, L. I.  
WOODSIDE, L. I.

**FRED C. KELLEY INC.**

Fireproof Storage Warehouse

97-99 81st ST., JACKSON HEIGHTS

HOUSEHOLD GOODS : STORAGE

PACKING : SHIPPING

POOL CAR DISTRIBUTION

Members: N.F.W.A., N.Y.F.W.A. and N.Y.S.W.A.



JAMAICA, L. I., N. Y.

Route Shipments for Long Island To  
**JAMAICA  
STORAGE WAREHOUSE CO.**

**FIREPROOF**

Wrapping

Packing

Crating

Shipping

Specializing in Packing and Shipping  
High Grade Furniture and Art Objects

Adjacent to Largest R. R.  
Terminal on Long Island

9329-41 170th Street at  
Long Island Railroad

Telephone—Jamaica 6-1035-1036



JAMAICA, N. Y.

THE HUB OF  
LONG ISLAND

**QUEENSBORO  
STORAGE WAREHOUSE, INC.**

Fireproof Warehouse

Van Service—Mdse.—HHG

SERVICE TO ALL  
L. I. POINTS

Gen. Offices: 93-38 Van Wyck Blvd.

Member NFWA NYFWA HMA Queens

NEW YORK, N. Y.

**Broadway Storage  
Warehouse**

THOMAS REILLY, Pres.

2 Warehouses at  
1926 AMSTERDAM AVE.  
and  
506-510 WEST 156th ST.

Household Goods  
Stored, Shipped,  
Moved and Packed

Member of Aero Mayflower Transit Co. and  
Mayflower Warehousemen's Association



NEW YORK, N. Y.

**BUSH TERMINAL**

Gen. Offices 100 Broad St., New York City

Warehousing—Distribution—Manufacturing Facilities  
Cold Storage—Fumigation

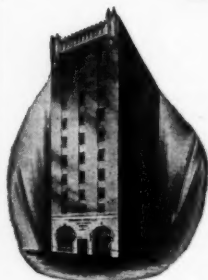
SHIP-SIDE, RAIL-SIDE, MOTOR TRUCK



## NEW YORK, N. Y.

**Byrnes Brothers Warehouses, Inc.**

ESTABLISHED 1870



Two centrally located modern fireproof warehouses, adjacent to all railroads, for prompt and economical handling of your shipments.

Sixty two years of dependable service is your guarantee in selecting us as your New York representative.

305-307 East 61st Street

Member: N. Y. F. W. A.,  
N. Y. S. W. A., N. Y. V. O. A.



## NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

**Cuneo Storage Co., Inc.**

1569-1575 Southern Boulevard



MODERN  
FIREPROOF  
WAREHOUSE

Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

## NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid**

Inc.

The storing, packing, moving and shipping of Household Goods and Art objects is attended to on a basis of quality. Dunham & Reid Service surrounds the shipper at all times with a greater margin of Safety and Security. Low insurance rates. Prompt remittances. Located in the heart of New York.

210-218 East 47th Street,

New York City

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

## NEW YORK, N. Y.

**Ellingers Fireproof Warehouse, Inc.**

MERCHANDISE WAREHOUSING & DISTRIBUTION  
IN THE METROPOLITAN DISTRICT

503-505-507 HUDSON ST., N. Y. C.

Custom House License—381

CRATING - PACKING - SHIPPING - MOVING - TRUCKING

## NEW YORK, N. Y.

**THE GILBERT STORAGE CO., INC.**

Specialists in Pool Car Distribution—Warehouses Located on East and West Side—Fireproof Storage.  
Formerly HARLEM STORAGE WAREHOUSE CO., INC.  
Executive Office, 30 W. 68th St. West Side Warehouse, 30 W. 68th St.  
East Side Warehouse, 211 E. 100th St.

Agent for ALLIED VAN LINES, INC. Nation-wide Long Distance Moving. A National Organization owned and operated by the leading storage warehouse companies in the United States.

Members N. F. W. A., N. Y. F. W. A. and N. Y. S. W. A.

## NEW YORK, N. Y.

SEND YOUR BRONX AND WESTCHESTER SHIPMENTS TO

**Globe Fireproof Storage Warehouse Co., Inc.**

New Fireproof Storage Warehouse

Offices: 810-812 East 170th St.

Members N.F.W.A., N.Y.F.W.A.



## NEW YORK, N. Y.

Some businesses live in the past,  
others in the present, and some in  
the future.

Our past is history, our present  
is the result of the past, and our  
future is assured with "Porto-  
vaults."

**Day & Meyer  
Murray & Young, Inc.**

1166-70—2nd Ave.

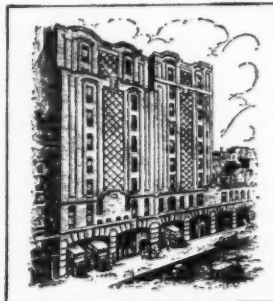
Member of

N. F. W. A., N. Y. F. W. A.



## NEW YORK, N. Y.

William F. Hahn, Pres. Fred J. Hahn, Sec. & Treas.  
STORAGE—MOVING—PACKING  
We Specialize in Lift Van Shipments



WEST SIDE BRANCH AND GEN. OFFICE  
100-120 WEST 107th ST., N. Y. C.

**HAHN BROS.**

FIREPROOF  
WAREHOUSES, INC.

100-120 WEST 107th STREET

— AND —

231-235 EAST 55th STREET

NEW YORK CITY

Efficient and Capable Organization  
Modern Fireproof Buildings  
Personal Supervision

Member Mayflower Warehousemen's Association

## NEW YORK, N. Y.

**ACCESSIBLE TO ALL  
POINTS IN MANHATTAN**

BRONX

LONG ISLAND

WESTCHESTER

NEW JERSEY

N. Y. C. R. R. Freight Station in building. 40-car  
cap. siding. Tailboard delivery for 22 trucks.

Our Traffic Department can cut your costs.

Kingsbridge Auto Storage & Warehouse  
Company, Inc.

W. 230 St. &amp; Kingsbridge Ave.

New York City

## UP-TO-THE-MINUTE DISTRIBUTION FACILITIES

*in the Heart  
of the Metropolitan Area*

If you distribute in eastern territory, our service will speed your deliveries and cut your cost. Ship to us in carload lots and distribute by rail, boat and motor truck beyond. No cartage on rail reshipments. Daily connection with Atlantic Coastal Steamship Lines. Overnight motor truck service to all principal points between Boston and Washington. Make our Terminal your eastern shipping room and deliver to your customers in twenty-four hours or less. Unexcelled facilities with minimum insurance rates for general storage, distribution and light manufacturing. Write for expert advice on your distribution problems.

# LACKAWANNA

TERMINAL WAREHOUSES, Inc.

JERSEY CITY, N. J.

### NEW YORK, N. Y.

## Offering a Superior Service at a Reasonable Price . . . .

Fireproof Vaults

Electric Van Service

Cold Storage

Separate Vans

Safe Deposit Vaults

Maintaining a modern fireproof building; easily accessible; storing household goods of every kind in separate fireproof rooms, vaults or galleries which are constructed to properly care for goods of value.

Special vaults for silverware and valuables; also vaults of arctic chill for storage of furs, tapestries, rugs, clothing or any other article of value that requires safeguarding from moth ravages.

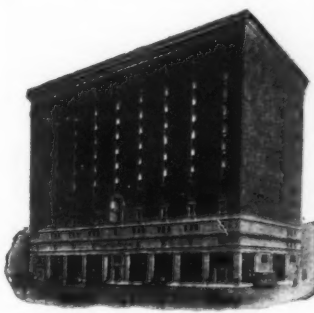
Special van equipment for transporting goods to and from warehouse and home or out-of-town. Also house-to-house moving.

Fumigating tanks to destroy moth or insects in furniture, rugs or bedding.

Special vans for shipments of household goods to all parts of the world.

Dead storage for automobiles. Batteries are cared for on premises.

Our experience of 50 years guarantees satisfactory performance.



**Lincoln Warehouse Corporation**  
1187 to 1201 Third Ave., at 69th and 70th Sts.

Alexander Gaw, Vice-President and General Manager  
Horace Roberts, Superintendent of Warehouses

### NEW YORK, N. Y.

Subscriber to Merchandise Warehousing  
Trade Code, Certificate No. 34-37

## LEHIGH HARLEM RIVER TERMINAL WAREHOUSE, Inc.

385 Gerard Ave., at East 144th St. and Harlem River  
GENERAL MERCHANDISE  
AND NEW AUTOMOBILE STORAGE

Central and convenient location adjacent to up-town grocery center. Lehigh Valley Railroad tracks in the building. Concrete fireproof construction. Clean floors. Orderly arrangement. Lowest insurance rate in the Bronx. Friendly service.

### NEW YORK, N. Y.

## T. I. McCORMACK TRUCKING CO., Inc.

261 ELEVENTH AVE. AT 27th ST.

*Service That Has Stood The Test*

GENERAL MERCHANDISE STORAGE AND DISTRIBUTION  
IN THE VERY CENTER OF NEW YORK

3 Railroad Sidings: N. Y. C. R. R., Erie R. R., Lehigh Valley  
Fleet of Motor Trucks for Every Kind of Transportation Need  
Daily Metropolitan Deliveries Liquor Delivery Permit  
Custom House License No. 111

### NEW YORK, N. Y.

J. G. SILBERBERG, Pres.

## ROYAL WAREHOUSE CORP. GENERAL MERCHANDISE STORAGE—DISTRIBUTION—POOL CARS

*Located in the Hub of Greater New York  
Crane Equipped*

Long Island City

New York

### NEW YORK, N. Y.

**SERVING  
Greater  
New York  
and All Points  
in  
Westchester  
County**

## SANTINI BROS., INC.

**MOVERS—PACKERS—  
SHIPPER**

General Offices 1405-11 Jerome Ave.

Tel.—Jerome 6-6000

**Four Fireproof Warehouses**

**2,500,000 CUBIC FEET**

**POOL CAR DISTRIBUTION**

### NEW YORK, N. Y.

## Seaboard Storage Corporation

New York Office: 99 Wall St.

*Distribution in the Metropolitan Area.*

Steamship facilities — Railroad connections — Motor  
truck distribution — One Responsibility.

Port Newark Terminal  
Foot of Doremus Ave.

Brooklyn Terminal  
Foot of Smith St.

### NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding  
from an Ultra-Modern Free and Bonded  
Warehouse.

## IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers  
and The Holland Tunnel

Unusual facilities and unlimited experience in forwarding  
and transportation. Motor truck service furnished  
when required, both local and long distance. Lehigh  
Valley R.R. siding—12 car capacity—in the building.  
Prompt handling—domestic or foreign shipments.

## MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.

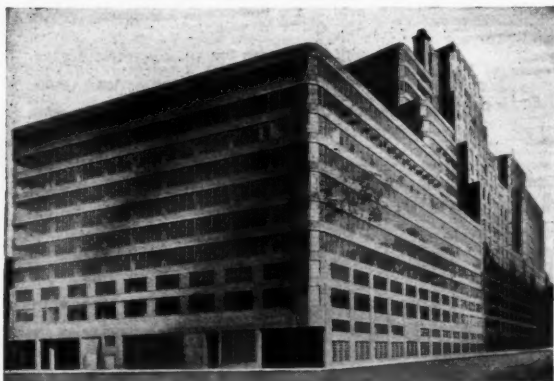
601 West 26th St., N. Y. C.

The Men Who Distribute

## Cleveland Tractors

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

# STARRETT LEHIGH BUILDING



## Look Before You Locate

Starrett Lehigh Building, bounded by West 26th and West 27th Streets and 11th and 13th Avenues, New York City, affords an excellent location for manufacturing and distribution.

### IT HAS —

- Lehigh Valley Railroad freight terminal on street level. Freight elevators direct to platform in rail yard.
- Truck elevators to all floors with convenient truck pits, offering street floor facilities throughout the building.
- Floor areas, 52,000 to 124,000 sq. ft. Smaller units may be leased.
- Low insurance rates.
- Live steam for manufacturing purposes.
- Fast passenger elevators.
- Restaurant and barber shop.

### INVESTIGATE THE ADVANTAGES OF THIS BUILDING

You will find it easily adaptable as your Eastern manufacturing and distributing plant, sales and display offices. It is situated on wide thoroughfares in the center of Manhattan.

Nationally-known concerns, already occupants of the building, have been able materially to lower their New York operating costs and at the same time increase their efficiency. You, too, can save here.

### Starrett Lehigh Building

D. R. CROTSLEY, Manager, 601 West 26th Street  
Telephone: CHickering 4-0297

### NEW YORK, N. Y.

## STRAND

**MOVING & STORAGE CO., INC.**  
214-224 East 22nd Street  
Good Will, Born of the Performed Promise  
Fifteen Years Building an Organization  
Now We Solicit Your Patronage  
Results Will Be of Mutual Benefit

### NEW YORK CITY, N. Y.

## WARWICK-THOMSON CO.

507-517 West 39th St., New York City

STORAGE—TRUCKING—DISTRIBUTION  
POOL CARS—CAR LOTS AND LESS CAR LOTS  
STORE DOOR DELIVERY & FORWARDING

### NIAGARA FALLS, N. Y.

## YOUNG'S FIREPROOF WAREHOUSE

Motor Truck Service for Western New York State  
Daily schedules between Buffalo, Niagara Falls,  
Lockport and Tonawanda  
DISTRIBUTING AND WAREHOUSING  
ALL CLASSES OF MERCHANDISE  
HOUSEHOLD GOODS—AUTOS  
Private R. R. Siding Pool-Car Service  
Members N. F. W. A.

### ROCHESTER, N. Y.

## George M. Clancy Carting Co., Inc.

Storage Warehouse  
55-55 Railroad Street  
General Merchandise Storage . Distribution  
Household Goods Storage . Shipping  
Pool Cars Distributed and Reshipped  
Direct R. R. Siding N. Y. Central  
in the Center of Rochester

### ROCHESTER, N. Y.

"In the Heart of Rochester"

## MERCHANDISE STORAGE—TRUCKING—DISTRIBUTION

Manufacturers Branch House Service  
Fully Sprinklered Low Insurance  
Private Siding Free Switching  
Prompt Efficient Service  
**EXCHANGE WAREHOUSE CO., INC.**  
372-378 EXCHANGE ST. ROCHESTER, N. Y.

### ROCHESTER, N. Y.

Established 1893

Storage of Automobiles and General Merchandise  
N. Y. C. R. R. 10 Car Capacity, Private Siding  
Pool Car Distribution Motor Service  
Heated Throughout Sprinklered Low Insurance Rate

## MONROE WAREHOUSE COMPANY, Inc.

Offices: 1044 University Ave.  
Member of A. W. A.

### ROCHESTER, N. Y.

## ROCHESTER STORAGE WAREHOUSES, Inc.

26 N. Washington St.  
MERCHANDISE STORAGE . DISTRIBUTION AND  
FORWARDING . STORE DOOR DELIVERY

### SCHENECTADY, N. Y.



## Schenectady Storage and Trucking McCormack Highway Transportation

Offices: 160 Erie Blvd.  
General Merchandise Storage and Distribution  
Pool Car Distribution Household Goods  
Storage and Moving Long Distance Trucking



SYRACUSE, N. Y.



Fireproof Throughout  
**Flagg Storage Warehouse Co.**  
SYRACUSE, N. Y.

Protected by Automatic Sprinkler  
Consign your Household Goods Shipments in our care  
MOVING — STORAGE — PACKING — SHIPPING  
Mdse. Storage Pool Cars Handled  
Private Siding

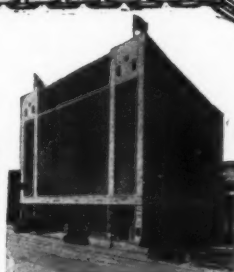
SYRACUSE, N. Y.

This Service  
is for YOU

We have complete modern facilities for maintaining an easily available stock for you in the key city of New York State. Use them to improve your service and cut your selling costs. Ask for details.

Member AWA, ACW  
NFWA, AVL

**Great Northern Warehouses, Inc.**  
348-360 W. Fayette St., Syracuse, N. Y.



SYRACUSE, N. Y.

DISTRIBUTION **KING** STORAGE  
SINCE 1897



MERCHANDISE

HOUSEHOLD  
GOODS

MOTOR FRT.  
STORE DOOR  
DELIVERY

MEMBERS  
A.W.A. N.F.W.A.  
AGT. A.V.L.

UTICA, N. Y.

**Jones-Clark Trucking & Storage Co.**  
of Utica, N. Y.

The Heart of New York State and natural distributing point. "Jones of Utica" has distributed Merchandise and Household Goods for 25 years. Every modern facility.

Member: N.F.W.A., Allied Van Lines, Inc.

WHITE PLAINS, N. Y.

**CARPENTER STORAGE, INC.**

Also serving

Tarrytown  
Scarsdale  
Hartsdale  
Mamaroneck  
Port Chester  
Larchmont

107-121 Brookfield St.

One of the most modern and best equipped Storage Warehouses in Westchester. Household Goods Exclusively. Low Insurance Rate. Packing—Crating—Shipping. Members N.Y.F.W.A.

YONKERS, N. Y.

**McCann's Storage Warehouse Co.**  
3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

BURLINGTON, N. C.

**Barnwell Warehouse & Brokerage Co.**

Burlington, N. C.

Located in the heart of the Piedmont section of North Carolina. Distributing trucks going to practically all points in the State daily.

CHARLOTTE, N.C.

**AMERICAN STORAGE & WAREHOUSE CO.**  
CHARLOTTE, N. C.

OFFICE AND WAREHOUSE 439-441 S. CEDAR ST.  
MERCHANDISE STORAGE ONLY. POOL CARS DISTRIBUTED.  
MOTOR TRUCK SERVICE LOCAL AND DISTANCE. PRIVATE  
RAILROAD SIDING.

ESTABLISHED 1908

CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

1230 W. Morehead St., Charlotte, N. C.

Bonded fireproof storage.  
Household goods and merchandise.  
Pool cars handled promptly. Motor Service.  
Members A. W. A. and N. F. W. A.

CHARLOTTE, N.C.

**MERCHANDISE STORAGE**

Pool Car Distributors  
Private Sidings



**UNION STORAGE & WAREHOUSE CO., INC.**  
(BONDED)

1000-1008 West Morehead St. 20 Private Offices  
Private Branch Exchange Insurance Rate 35c  
MEMBER OF A.W.A.—MAY.W.A.—ALLIED DIST., INC.

TARRYTOWN, N. Y.

**WASHINGTON STORAGE, INC.**

17 NO. WASHINGTON ST.

Operated by  
**J. H. EVANS & SONS, INC.**  
MOVING—STORAGE

Member of N. Y. F. W. A.—N. Y. S. W. A.

TROY, N. Y.



For Complete Warehouse Service in Troy

**William Lee & Co.**

Estate of Wm. H. Lanigan  
421-423-425 RIVER ST.

Household Goods, Storage, Packing,  
Shipping—Pool Cars Distributed  
Fleet of Motor Vans for Local and Long Distance Work

UTICA, N. Y.

**Broad Street Warehouse Corporation**

Broad & Mohawk Sts., Utica, N. Y.

MODERN STORAGE WAREHOUSE  
100,000 Sq. Ft. of Floor Space. Private Siding. Low Insurance Rates.  
Sprinklered and Heated. Private Offices for Manufacturers' Representatives.  
Modern Facilities for  
STORAGE - PACKING - DISTRIBUTION - FORWARDING  
Of Merchandise, Automobiles, Household Goods  
"IN THE HEART OF NEW YORK STATE"

The Men Who Distribute

**Welch Grape Juice**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses

# NORTH CAROLINA

# DIRECTORY OF WAREHOUSES

Distribution and Warehousing  
September, 1934

## WILMINGTON, N. C.

33,000 Sq. Ft. Floor Space—Fireproof

### Farrar Transfer & Storage Warehouse

1121 South Front Street

Household Goods, Storage, Packing, Shipping

POOL CAR DISTRIBUTION

MOTOR SERVICE

Use Private Siding—A. C. L. R. R.

## FARGO, N. D.

### Union Storage & Transfer Co., Fargo, N. D.

General Storage—Cold Storage—Household Goods

Established 1906

Four warehouse units, total of 160,500 sq. ft. floor space—two sprinkler equipped and two fireproof construction. Low insurance rates. Common storage, cold storage and household goods. Ship in our care for prompt and good service.

Office: No. 806-10 Northern Pacific Avenue

AWA—ACW—Minn. WA—NFWA.

## AKRON, OHIO

### Cotter-City View Storage Company

Main Office—70 Cherry Street

Concrete Warehouse located on B.&O. Railroad  
1031 Switzer Ave.

Mill constructed building, sprinklered, low insurance. Local and long-distance cartage.

## AKRON, OHIO

### The KNICKERBOCKER

WAREHOUSE & STORAGE CO.

36 CHERRY STREET

Household Goods and Merchandise

Fireproof Warehouse—Local and long distance moving.

## CANTON, OHIO

### CANTON STORAGE, INC.

FIREPROOF WAREHOUSES

MERCHANDISE AND COLD STORAGE

U. S. GENERAL BONDED WAREHOUSE No. 3

U. S. CUSTOMS WAREHOUSE

POOL CAR DISTRIBUTORS

SHIP—PENNA.—B. AND O. OR W.L.E.

Subscribers to Merchandise Warehousing Trade Code. Certificate No. 34154

## CINCINNATI, OHIO

### THE BALTIMORE AND OHIO WAREHOUSE CO.

Operating large modern warehouses for the storage of general merchandise at Second and Smith Sts. and at Sixth and Baymiller Sts.

Special room for storage of semi-perishable foods: Nuts, Dried Fruits, Rice, etc., where a low temperature is maintained.

Special attention given to reshipping in L.C.L. lots the same day orders are received. Facilities for storage of Oils, Grease, Chemicals, and goods requiring cellar storage.

Low Insurance Rates. Sprinkler Systems.

Address: Second and Smith Sts. FRED W. BERRY,

Manager and Treasurer.

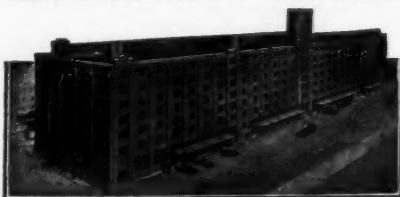
CONSIGN VIA BALTIMORE AND OHIO RAILROAD

## CINCINNATI, OHIO

### CINCINNATI TERMINAL WAREHOUSE INC

Central Ave. and Augusta St.

MERCHANDISE — STORAGE — DISTRIBUTION



Largest Most Modern Strictly Fireproof Warehouse in Ohio  
7,500,000 cu. ft. General Storage—1,500,000 cu. ft. Cold Storage

## CINCINNATI, OHIO

### Consolidated Trucking, Inc. Local and Long Distance Trucking —Storage

N. W. Corner Pearl and Plum

Merchandise Storage  
Penn. R.R. Siding

Pool Cars

Inter-City Truck Depot



## CINCINNATI, OHIO

### The Fred Pagels Storage Co.

937 West 8th St.

Reliable Dependable

Near all railroads entering Cincinnati. Serve all suburbs.

Member NFWA-OWA

## CLEVELAND, OHIO

### Mercantile Storage and General Trucking

Bulk Oil Storage, 125,000 Gallons. Low Insurance. Sprinkler System. Private Siding on C. C. C. & St. L. R. R. Pool Cars for Distribution. Motor Truck Service.

THE CURTIS BROS. TRANSFER COMPANY  
Cleveland, Ohio

Member of A. W. A.

## CLEVELAND, OHIO



Central Viaduct and West 14th St.

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New  
Ultra-Modern  
Plant

Trunk Line  
Terminal  
Complete Service

Continent-wide Connections

## CLEVELAND, OHIO

MEMBERS AWA OWA

### LEDERER SERVICE TERMINAL BUILDS BETTER BUSINESS

MERCANTILE WAREHOUSING AND DISTRIBUTING

West 25th St. When East 25th St. When  
Private Siding Erie Ry. Private Siding Erie Ry.  
Broadway When Private Siding Nickel Plate Ry.  
In Northern Ohio Food Terminal Area

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

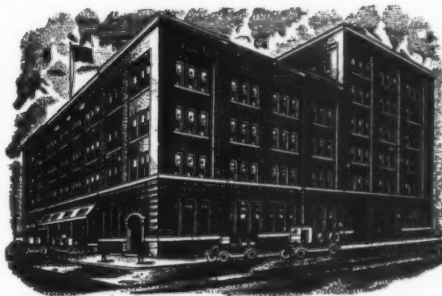
Geo. A. Rutherford, Pres. W. R. Thomas, Vice-Pres.

5700 Euclid Ave. CLEVELAND 11201 Cedar Ave.

COLUMBUS, OHIO

MERCHANDISE STORAGE  
and DISTRIBUTION

FIRE  
PROOF



LOW  
INSURANCE

THE NEILSTON WAREHOUSE CO.

CLEVELAND, OHIO

EIGHT BIG  
WAREHOUSES

with

"CITY WIDE SERVICE"

are at your command on shipments to Cleveland consigned to



Exclusive Agent:  
Greater Cleveland  
for Aero-Mayflower  
Transit Co.

The **NEAL**  
STORAGE COMPANY  
CLEVELAND OHIO

\* Operating the Cleveland Bonded Warehouses, Inc.

MARION, OHIO

MERCHANTS TRANSFER COMPANY

160 McWilliams Court, Marion, Ohio

Heavy Haulage Our Specialty. General Distribution and Storage of Merchandise. Motor Vans for Local and Long Distance Moving. Storage for Household Goods and Machinery. Packing and Shipping. Private Siding New York Central Lines

MEMBER MAY. W. A.

MARION, OHIO

**WRIGHT**

TRANSFER & STORAGE CO.

EST. 1889

MERCHANDISE—HOUSEHOLD GOODS

Wright Service to Meet Your Requirements.

Member of N.F.W.A.—O.W.A.

CLEVELAND, OHIO

**RAILWAY  
WAREHOUSES, INC.**

CREATING A NEW DEAL FOR DISTRIBUTORS

3540 CROTON AVE. S. E. CLEVELAND, OHIO

MIDDLETOWN, OHIO

Pres. & Gen. Mgr. A. Jackson

THE JACKSON & SONS CO.

Main Office, 1901 Manchester Ave.

Phones 1207 and 1208

Furniture Warehousing—Local and Long Distance Moving and Contract Hauling—Operating Daily from Cincinnati to Chicago, Pittsburgh, Charleston, W. Va., and way points.

COLUMBUS, OHIO

MEMBERS: O.W.A.

Columbus Terminal Warehouse Co.

MERCHANDISE STORAGE  
AND  
POOL CAR DISTRIBUTION  
STORE DELIVERY

COLUMBUS, OHIO

FIREPROOF STORAGE

COLUMBUS WAREHOUSES, Inc.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE

MOST CENTRAL WAREHOUSE—3 BLOCKS OF

CENTER DOWNTOWN DISTRICT

POOL CAR DISTRIBUTION

PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES

228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

**COLUMBUS**

in the Center of the Nation

The Merchandise Warehouse Co. in the Center of Columbus

Ready to serve you. Efficiently, Economically, Intelligently, with the kind of service you have a right to expect from your warehouse.

THE MERCHANDISE WAREHOUSE CO. 370 W. Broad St., Columbus, Ohio

Member—American Chain of Warehouses

SPRINGFIELD, OHIO



WAGNER WAREHOUSE  
CORPORATION

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for the storage and distribution of Household Goods and Merchandise—Motor Freight Service—Door to door delivery at Dayton, Springfield and Columbus daily.

Member of A. W. A.

STEUBENVILLE, OHIO



Z. L. TRAVIS, Pres. and Gen. Mgr.

**Z. L. Travis Co.**

311 North 6th St.

Modern Fireproof Warehouse—29,000 Sq. Feet Reinforced Concrete

Household Goods Packed, Shipped and Stored

Distribute Household Goods and Merchandise, Pool Cars, Long Distance Moving.

Consign C. L. Shipments P. C. C. & St. L.

Members:  
N.F.W.A.—O.W.A.





## TOLEDO, OHIO

**GREAT LAKES TERMINAL WAREHOUSE CO.**  
of Toledo  
355 Morris StreetGeneral Merchandise, Cold Storage and Distribution  
U. S. Custom Bonded Warehouse, Storage in Bond  
Store Door Delivery Complete Service  
Private Siding New York Central and B. & O. R. R.  
Member American Chain of Warehouses

## TOLEDO, OHIO

**TOLEDO TERMINAL WAREHOUSE, INC.**  
128-138 Vance St.Merchandise Storage and Distribution  
Excellent Service  
Member A. W. A.

## OKLAHOMA CITY, OKLA.

Member A. W. A.—A. C. W.—T. S. W.

**Commercial Warehouse Co.**50,000 sq. ft. for Exclusive Merchandise Storage  
Pool Car Distributors

Free Switching

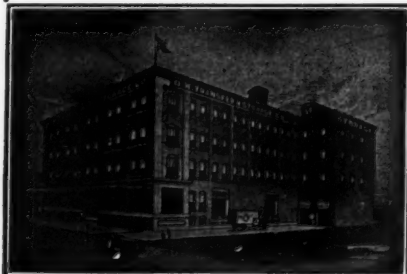
14c. Insurance rate

## OKLA. CITY, OKLA.

Established 1889

**O. K. Transfer & Storage Co.**

General Warehousing and Distribution

MOTOR  
TRUCKS  
& TEAMING  
HOUSEHOLD  
GOODS  
MERCHANDISEMEMBERS  
NFWA, AWA,  
Dist. Service, Inc.

## OKLAHOMA CITY, OKLA.

Bonded Under State Law  
**Oklahoma Bonded Warehouse Company**  
Merchandise Warehousing  
Pool Car DistributionFree Switching  
Private Trackage  
P. O. Box 122250,000 Sq. Ft.  
Floor Space.  
Fireproof

## OKLAHOMA CITY, OKLA.

Fireproof Warehouse for Mer-  
chandise and Household Goods  
Automatic Sprinkler System  
Office and Warehouse  
2-4 East California AvenueWe Solicit Your Accounts for  
Transfer and Storage  
Members of American  
and National Warehousemen's  
Associations

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

Moving — Packing — Storage

Mixed Cars a Specialty. Large docks for sorting. We solicit  
your shipments to our city and assure you we will reciprocate  
and guarantee prompt remittance. Located on Railroad.

Best Service Obtainable.

Member American Warehousemen's Association, American Chain of Warehouses

## TULSA, OKLA.

**TULSA TERMINAL**  
STORAGE AND TRANSFER CO.**FINANCING**  
GENERAL STORAGE AND DISTRIBUTION  
OKLAHOMA'S LEADING WAREHOUSE  
MEMBERS A.W.A., N.F.W.A., T.S.W., Associated Whse., Inc.

## PORTLAND, ORE.

**Colonial Warehouse and Transfer Co.**Operating Public and Custom Bonded Warehouses  
Licensed under the U. S. Warehouse Act  
Merchandise, Storage and Distribution  
Private Siding Free Switching Sprinklered  
1132 N. W. GLISAN STREETCHICAGO  
1525 NEWBERRY AVE.  
TEL. CANAL 2770  
NEW YORK  
415 GREENWICH ST.  
TEL. WALKER 5-4600

## PORTLAND, ORE.

**HOLMAN TRANSFER CO.**

480 HOYT STREET

General Merchandise Storage and  
DistributionPrivate Siding All Railroads Entering Portland  
Located in the center of wholesale and jobbing district.**POOL CAR DISTRIBUTION  
A SPECIALTY**Member A. W. A.—Amer. Chain.  
Established 1864

## PORTLAND, ORE.

J. H. CUMMINGS, Pres.

**MERCHANDISE STORAGE & WAREHOUSING**  
**Northwestern Transfer Co.**General Forwarding Agents  
SPECIAL ATTENTION GIVEN TO POOL CARSOur private siding is served by all railroads  
175 15th St., North, PORTLAND, OREGON

## PORTLAND, ORE.

**OREGON TRANSFER COMPANY**

Established 1848

474 Glisan Street Portland, Oregon

**U. S. BONDED and PUBLIC WAREHOUSES**Merchandise Storage and Distribution  
Lowest Insurance Rates—Sprinkler EquippedMember A. W. A.  
Eastern Representatives Distribution Service, Inc.

## PORTLAND, ORE.

Rudie Wilhelm, Pres.

**RUDIE WILHELM WAREHOUSE CO.**

70,000 Sq. Ft. Fireproof Concrete Storage Space

ADT Automatic Sprinkled System

Household Goods and Merchandise Distribution

Portland Commercial Agents: Judson Fr't Fwd'g Co.

ALLENTOWN, PA.  
BETHLEHEM, PA.

500,000 CU. FT. COLD  
STORAGE  
200,000 SQ. FT. DRY  
& HOUSEHOLD  
STORAGE



Serving  
ALLENTOWN  
BETHLEHEM  
AND EASTON  
Private Siding  
LEHIGH & NEW  
ENGLAND R. R.

LEHIGH AND NEW ENGLAND TERMINAL WARE-  
HOUSE COMPANY

15th Avenue, North of Broad St., Bethlehem, Pa.

LANCASTER, PA.

Lancaster Storage Co.

Lancaster, Pa.

Merchandise Storage, Household Goods, Trans-  
ferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

Members P.F.W.A. P.S.W.A.

ERIE, PA.

Erie Storage & Carting Co.

1502 Sassafras St., Erie, Pa.

MOVING—PACKING—SHIPPING—STORAGE

Warehouse in the center of the city, with trackage from  
N. Y. Central Lines and switching to all other lines. Un-  
excelled facilities for handling shipments of household  
goods and merchandise. Branch house service for manu-  
facturers. Members of N.F.W.A.—P.F.W.A.—Retary and Kiwanis Clubs



NEW CASTLE, PA.

Keystone-Lawrence Transfer & Storage Co.

Packing, Crating, Storage and Shipping  
of Household Goods

Merchandise distribution. Pool car shipments. Motor  
trucks for light and heavy hauling and long distance moving.  
Members N. F. W. A. Penna. Ware. Assoc.

ERIE, PA.

24th & Brandes

Erie, Pa.

N. M. HOLLENBECK

MOVING & STORAGE CO.

Three Warehouses  
(2 Fireproof)

P.R.R. and Nickel Plate  
Sidings

All Separate Rooms for Furniture  
1600 Cu. ft. Modernly Equipped, Special Built  
Furniture Vans

Day and Night Service

STORAGE

MOVING

CRATING

SHIPPING

OIL CITY, PA.

CARNAHAN

Transfer and Storage

The most reliable transfer in Venango County. Fireproof ware-  
house. Private rooms for furniture and pianos. General hauling.  
Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents

Members N. F. W. A.

HARRISBURG, PA.

Pool Cars

Efficiently  
Handled



Merchandise and Household Goods Storage

HARRISBURG STORAGE CO.

P. R. R. Sidings

HARRISBURG, PA.

American Warehousemen's Association, National Furniture Warehousemen's  
Association, Penna. Furniture Warehousemen's Association

PHILADELPHIA, PA.

ATLAS

STORAGE WAREHOUSE COMPANY

FIREPROOF DEPOSITORY

4015 Walnut Street

Member N. F. W. A., P. F. W. A. and C. S. & T. A.

WALTER E. SWEETING, President

PHILADELPHIA, PA.

Est. over 40 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fence"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise.

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

H. NORRIS HARRISON, Pres. F. L. HARNER, Vice-Pres., Treas.  
LEAH ABBOTT, Secy.

Bus type vans for speedy delivery anywhere. We distribute  
pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

HAZLETON, PA.

CHRIST N. KARN, Prop.

KARN'S TRANSFER & STORAGE

FIREPROOF STORAGE WAREHOUSE

Household Goods Storage. Packing, Shipping

Merchandise Storage and Distribution

Pool Cars Distributed. Local and Long Distance Hauling

Members of N. F. W. A.



LANCASTER, PA.

Keystone Express & Storage Co.

STORAGE—DISTRIBUTORS—FORWARDERS

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—50 So. 3rd St.

General Merchandise Storage and Distribution

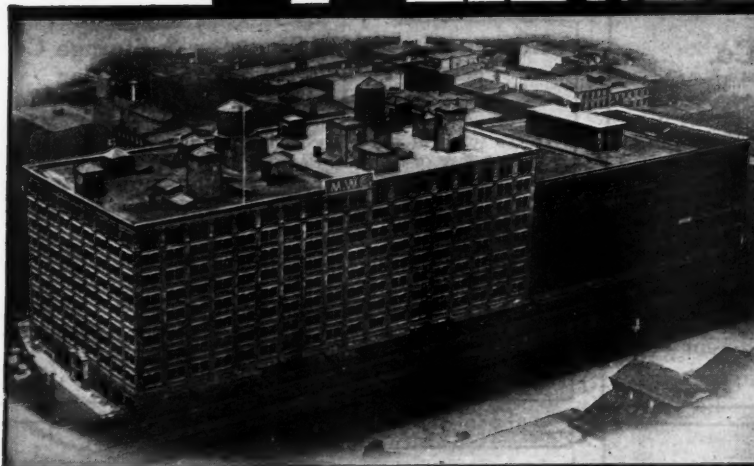
U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for  
city and suburban deliveries

# modern warehouses



strategically  
located for  
the efficient  
handling  
storing and  
distribution of  
merchandise

2,100,000 square feet of excellent storage space is located throughout Philadelphia in the various wholesale distributing sections. Modern buildings of steel and concrete construction—served by Pennsylvania Railroad sidings. Complete sprinkler equipment throughout provides low insurance rates.

As the largest operators of public warehouses in Philadelphia we are equipped to render economically the very finest type of service incident to the handling of flour, dried fruits, canned goods, cereals, soaps, glycerine, wool, mohair, cotton, linters, paper, newsprint, hay, straw, feed, groceries, refrigerators, cabinets, furniture, and all classes of package freight. Liberal allowances may be had on stored goods. Send for illustrated booklet which describes in detail the facilities of each warehouse.

- Delaware Avenue and Chestnut Street
- Delaware Avenue and Walnut Street
- Carpenter and Fifteenth Streets
- 1035-1075 North Delaware Avenue
- Chestnut and Thirty-second Streets
- Front and Berks Streets
- Delaware Avenue and Federal Street
- Front and Bainbridge Streets
- Front and Kenilworth Streets
- Delaware Avenue and Kenilworth Street
- Delaware Avenue and Swanson Street

## Merchants Warehouse Co

HARVEY C. MILLER, *President*

**GENERAL OFFICES 10 CHESTNUT ST. PHILA.**  
TELEPHONES BELL LOMBARD 8070 = KEYSTONE MAIN 9301



## PHILADELPHIA, PA.

13 Warehouses

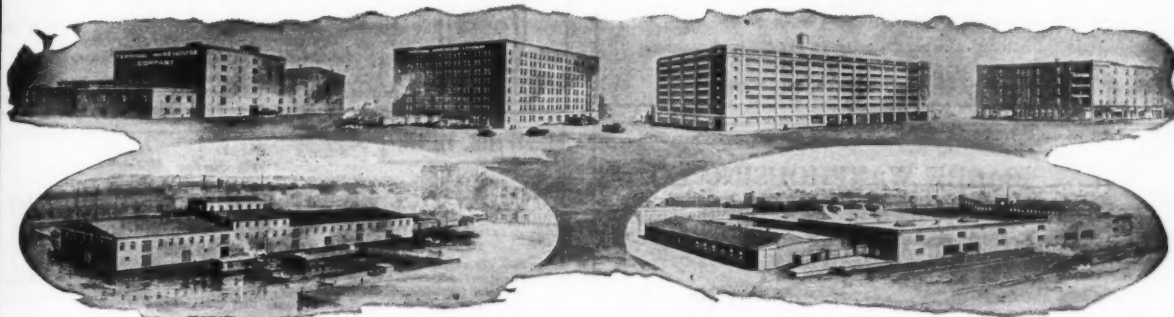
68 Acres of Floor Space

Sea and Rail

Trackage Facilities for 143 Cars.

Reading R. R.

Penn. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks—Completely equipped pool car departments.

**FACILITIES**—Direct track connection with Penn. R. R. and Reading R. R. permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments. **PERSONNEL**—Trained to intelligently handle all merchandise.

## TERMINAL WAREHOUSE COMPANY

Delaware Ave. and Fairmount

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.

REPRESENTED BY  
DISTRIBUTION SERVICE, INC.

180 BROAD ST., NEW YORK CITY  
Bowling Green 9-8888

445 W. WAB ST., CHICAGO  
Phone Sup. 7189

624 THIRD ST., SAN FRANCISCO  
Phone Sutter 2461

An Association of Good Warehouses Located at Strategic Distribution Centers

## PHILADELPHIA, PA.

BUELL G. MILLER, President

### MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member N.F.W.A., P.F.W.A., P.M.T.A., Com. S. & T.

## PITTSBURGH, PA.

THOMAS WHITE, Owner and Manager

IN THE HEART OF PITTSBURGH JOBBING DISTRICT  
WHITE TERMINAL CO.

17th & Pike Streets

PITTSBURGH, PA.

Food Products  
Merchandise

WAREHOUSING

Pool Cars  
Distributed

Also operating  
WHITE MOTOR EXPRESS CO.

EST. 1918

TRUCKING SERVICE

PENNA. R.R. SIDING L. C. L. TO P. R. R.—11TH ST.

## PITTSBURGH, PA.

### DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

## SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE

MERCHANDISE STORAGE

POOL CARS

PACKING

LOCAL AND LONG DISTANCE MOVING

PRIVATE SIDING, D. L. & W. R. R.

## PITTSBURGH, PA.

1,750,000 Cubic Feet of Storage Space

Warehouse with Penn'a R. R. siding for Merchandise  
Large fleet of Local and Long Distance Vans. Expert packers and  
handlers. Let us serve you!

Haugh and Keenan Storage & Transfer Co.

Offices and Warehouses, Centre and Euclid Aves, Pittsburgh, Penna.

Member A. W. A.—N. F. W. A.

## PITTSBURGH, PA.

"33 Years of Service"

Merchandise

Warehouses

Sprinkler Protected

Distributors

Penna. R. R. Siding

Kirby Transfer & Storage Co.

2538 Smallman St.

Pittsburgh, Pa.

## UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

### KEYSTONE TRANSFER CO.

31 EAST SOUTH ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED

LONG DISTANCE MOVING

Private Siding Pennsylvania R.R.

**PENNSYLVANIA**

**DIRECTORY OF WAREHOUSES**

*Distribution and Warehousing  
September, 1934*

**WILKES-BARRE, PA.**

"Same Day Service"

**MERCHANTS WAREHOUSING COMPANY**

Merchandise Storage and Pool cars checked.  
Central location and direct siding for 10 cars on L. V. and C. R. R.  
of N. J. sidings.  
Manufacturers' Distributors with facilities to handle large consignments.

Offices: 150-156 E. Northampton Street

**WILKES-BARRE, PA.**

**WILKES-BARRE WAREHOUSING CO.**

General Storage and Distribution

Prompt and Efficient Service  
Milling-in-Transit and Pool Cars

15-35 New Bennett St.

Wilkes-Barre, Pa.

**WILLIAMSPORT, PA.**

**WILLIAMSPORT STORAGE CO.**

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE AND DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

**PROVIDENCE, R. I.**

**Terminal Warehouse Company of R. I., Inc.**

Storage all kinds of General Merchandise, Pool Car  
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on  
deep water.

Shipping directions South Providence, R. I.

**CHARLESTON, S. C.**

**Charleston Warehouse and Forwarding Co.**

Merchandise Storage and  
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.  
Private Tracks Connecting with All Railroad and Steamship Lines.  
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

**CHATTANOOGA, TENN.**

**General Merchandise Storage & Distribution**

Pool Car Distribution—City Delivery Service—Forwarding  
Agents—Direct Switching Connections into Warehouse—  
Private Siding

Fully Sprinklered Low Insurance

**TEXTILE STORAGE & WAREHOUSE CO.**

1807 Elmendorf Street

Efficient

Courteous

**KNOXVILLE, TENN.**

**FIREPROOF STORAGE &  
VAN COMPANY, Inc.**

Successors to Knoxville Fireproof Storage Co.

201-211 Randolph St.

Knoxville, Tennessee

138,000 square feet on Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00 Household goods shipments  
per annum. solicited. Prompt remittance  
made.  
Pool Cars distributed.

MEMBERS

American Warehousemen's Ass'n

PROMPT AND EFFICIENT SERVICE

**KNOXVILLE, TENN.**

J. E. Dupes, Pres. & Gen. Mgr.—C. H. Paul, Treas.

**Rowe Transfer & Storage Co.**

416-426 N. Broadway

Household Goods and Merchandise Storage and  
Distribution. Pool Car Distribution.  
Fireproof Warehouse. Low Insurance.

Agent, Aero Mayflower Transit Company  
Member, Mayflower Warehousemen's Association & S. W. A.



**MEMPHIS, TENN.**

"It's Safer With"

**P. & B. Transfer & Storage Company**

413-419 South Main Street, Memphis, Tenn.

Mercantile and Household Storage

Pool car distribution with our own equipment.  
The most centrally located warehouse in the city, low insurance rate. Ample  
trackage facilities.  
We operate a large fleet of moving vans over the United States.

**MEMPHIS, TENN.**

Pres. J. H. POSTON

Secy. and Treas. W. H. DEARING

**JOHN H. POSTON  
STORAGE WAREHOUSES  
INCORPORATED**

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

Established 1894

Free Delivery from All Railroads on Car Lots  
and from Cotton Belt R. R. Stations

Insurance Rate \$1.41 per \$1,000 per Annum

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

**DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.**

**MEMPHIS, TENN.**

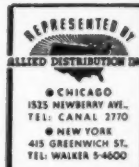
"SERVICE"

**ROSE WAREHOUSE CO.**

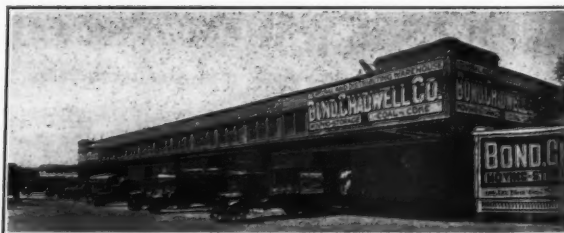
2-8 East and 2-12 West Calhoun Avenue  
Memphis, Tennessee

Merchandise Storage and Pool Car Distribution

"SERVICE"



**NASHVILLE, TENN.**



MERCHANDISE STORAGE, DISTRIBUTION AND DRAYAGE  
HOUSEHOLD STORAGE, LOCAL AND LONG DISTANCE MOVING  
FIREPROOF WAREHOUSES—UP-TO-DATE EQUIPMENT

**BOND-CHADWELL Co.**

100 TO 124 FIRST AVENUE, N.

1623-1625 BROADWAY

**NASHVILLE, TENN.**

521 Eighth Ave., So.



**Central Van & Storage Co.**

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

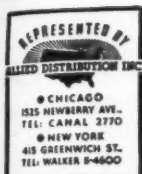
## NASHVILLE, TENN.

ESTABLISHED 1886

**The PRICE-BASS CO.**

194-204 Hermitage Ave.

Merchandise Storage



Automatic Sprinklered — Lowest  
Insurance Spot Stock and Pool  
Car Distribution — Private  
Siding — Free Switching  
Motor Truck Service.

## DALLAS, TEXAS.

**Dallas-Trinity  
Warehouse Company**

"Courtesy With Unexcelled Service"



Complete Warehousing

R. E. Abernathy, Pres.



3205 Worth, Box 26, Dallas

Ft. Worth-Trinity Warehouse Co.  
Ft. Worth, TexasDallas-Trinity Warehouse Co.  
Dallas, Texas

## AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSES

AMARILLO AND LUBBOCK, TEXAS

Member T. S. W.—Amarillo Warehousemen's Association  
—American Chain of Warehouses

## DALLAS, TEXAS

IN DALLAS IT'S

**The Interstate Fireproof  
Storage & Transfer Co.**For Fireproof Storage and  
Distribution Service

Fireproof—16c Insurance Rate  
Merchandise  
Storage and  
Distribution

Our new one-half million dollar  
plant.

Household Goods Stored, Moved,  
Packed and Shipped.

DALLAS—The Logical Distribution  
City for the Great Southwest.**The Interstate Fireproof Storage & Transfer Co.**

301-07 North Market Street

W. I. Ford

Associate Managers

R. E. Eagon



## AUSTIN, TEXAS

**SCOBIE**

FIREPROOF

**WAREHOUSE**

AUSTIN, TEXAS

GENERAL WAREHOUSING DISTRIBUTION

## CORPUS CHRISTI, TEX.

C. M. Crocker—Pres. J. W. Crocker—Vice Pres.  
May Crocker—Sec. & Treas.**CROCKER  
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments

Merchandise &amp; Household Goods

Storage—Drayage—Crating

Members — A.W.A. N.F.W.A. T.S.W.T.A.

## EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of  
household goods. Consign your goods to us for proper attention.

Member, National Furniture Warehousemen's Assn.

## DALLAS, TEXAS

REFERENCE ANY DALLAS BANK

**AMERICAN  
TRANSFER & STORAGE CO.**

BONDED FIREPROOF WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

POOL CARS DISTRIBUTION

LOCAL DRAYAGE

K. K. MEISENBACH

JACK ORR

## FORT WORTH, TEXAS

**In Fort Worth It's Binyon-O'Keefe**

With three warehouses having a total of 350,000 square feet of floor space;  
with our private side and free switching to Fort Worth's eleven Trunk Line  
Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.



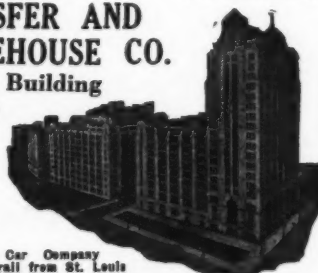
## DALLAS, TEXAS.

E. D. Balcom

Gus K. Weathered

**DALLAS TRANSFER AND  
TERMINAL WAREHOUSE CO.**Second Unit Santa Fe Building  
Dallas, Texas

Modern Fireproof  
Construction—  
Office, Display,  
Manufacturers, and  
Warehouse Space



Operators of Lone Star Package Car Company  
(Dallas Division). Daily service via rail from St. Louis  
and C.F.A. territory to all Texas points.  
Semi-weekly service via Morgan Steamship Line from New York and Seaboard  
territory to all Texas points.

MEMBERS { A. W. A., N. F. W. A., American Chain of Warehouses  
Texas Warehouse & Transfermen's Assn., Rotary Club.

## FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

**O. K. Warehouse Company, Inc.**

255 W. 15th St.

Fort Worth, Tex.

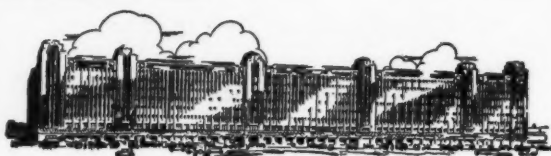
The Men Who Distribute

**Simmons Medicines**

Read DISTRIBUTION & WAREHOUSING  
and consult the Directory of Warehouses



## FORT WORTH, TEXAS



*The Southwest's Finest Warehouse*  
**MERCHANDISE STORAGE**  
 POOL CAR DISTRIBUTION, OFFICE DISPLAY  
 AND WAREHOUSE SPACE  
**Texas and Pacific**  
**Terminal Warehouse Co.**

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**  
 GALVESTON, TEXAS  
**TRANSFER AND FIREPROOF**  
**WAREHOUSES**

Cartage Free on Distribution Cars

Forwarders

## HARLINGEN, TEXAS

**Jones Transfer & Storage Co., Inc.**

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.  
 Merchandise storage—pool car distribution, daily motor freight lines.  
 Furniture vans—equipment for heavy hauling.

*Service Covers the Lower Rio Grande Valley*

## HOUSTON, TEXAS

Subscriber to Merchandise Warehousing  
 Trade Code, Certificate No. 34-330

**PATRICK TRANSFER & STORAGE CO.**

Shipside and Uptown Warehouses  
 Merchandise Storage and Distribution

Operators—Houston Division

**LONE STAR PACKAGE CAR CO.**

1302 Nance St.

Houston, Texas

## HOUSTON, TEXAS

**UNIVERSAL TERMINAL**  
**WAREHOUSE COMPANY**

Fireproof Storage—Sprinklered Warehouses

New York Office: 100 Broad Street

Chicago Office: 427 West 27th Street

## HOUSTON, TEXAS

IN HOUSTON

**Westheimer**  
**Transfer and Storage Co., Inc.**

Fifty Years of Dependable Service

SERVICE TO COVER EVERY BRANCH OF THE INDUSTRY

Benj. S. Hurwitz  
 President

Members N. F. W. A.  
 State and Local Assn.

## SAN ANTONIO, TEXAS

**Central Warehouse and Storage Co.**  
 Merchandise Warehouse Hollow Tile Building,  
 Concrete Floors. Consign shipments via South-  
 ern Pacific. Distribution of pool cars. Transfers  
 Household Goods.

*Member of T. S. W.*

## SAN ANTONIO, TEXAS

**MERCHANTS TRANSFER & STORAGE CO.**  
**FIREPROOF BONDED WAREHOUSE**

Complete Storage and Distribution Service

*50 years of satisfactory service*

## SAN ANTONIO, TEXAS

**Muegge-Jenull Warehouse Co.**  
**BONDED** **FIREPROOF**

POOL CAR DISTRIBUTORS  
 STORAGE AND DRAYAGE

*Dependable Service Since 1913*

## SAN ANTONIO, TEXAS

**Scobey Fireproof Storage Co.**

HOUSEHOLD - - - MERCHANDISE  
 COLD STORAGE - - - CARTAGE

**DISTRIBUTION**

INSURANCE RATE - - - 10c

*Members of 4 Leading Associations*

## SAN ANTONIO, TEXAS



**SOUTHERN TRANSFER CO.**  
**FIREPROOF BONDED STORAGE**

Lowest insurance rate in San Antonio

Receivers and Forwarders of Merchandise

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**

Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
 Texas. Specializing in Pool Cars Merchandise.

## WICHITA FALLS, TEXAS

**Wichita Falls Fireproof Warehouse**

(Reinforced concrete)

Motor Freight Service to All Territory

**Tarry Warehouse & Storage Company, Inc.**

Members { National Fum. Warehousemen's Assn.  
 Texas Southwest Warehouse Assn.

See TYLER-TARRY-FAGG Co. Associated

## OGDEN, UTAH

**WESTERN GATEWAY STORAGE COMPANY**

*Both Cold and Dry Storage*

*A Modern Commercial Warehouse*

*Bonded Service*

## SALT LAKE CITY, UTAH

**CENTRAL WAREHOUSE**

*Fireproof*

*Sprinklered*

Insurance rate 18c. Merchandise Storage. Pool Car Distribu-  
 tion. Office Facilities.

Member A. W. A.

SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**

Over 1,000,000 cubic feet reinforced Concrete  
Sprinklered Space

Insurance Rate 18 Cents

**JENNINGS-CORNWALL WAREHOUSE CO.**

Salt Lake City, Utah

Represented by  
**DISTRIBUTION SERVICE, INC.**

109 Broad St. 445 W. Erie St. 438 Third St.  
NEW YORK CITY CHICAGO SAN FRANCISCO  
Phone Bowling Green 9-0906 Phone Sup. 7180 Phone Sutter 3481

An Association of Good Warehouses  
Located at Strategic Distribution Centers

RICHMOND, VA.

160,000 Sq. Ft. Space

**VIRGINIA BONDED WAREHOUSE CORPORATION**

ESTABLISHED 1908

1709 E. CARY ST.

U. S. BONDED & PUBLIC WAREHOUSES

MERCHANDISE STORAGE & DISTRIBUTION

INSURANCE RATES 20c PER \$100 PER YEAR

Member A.W.A.—N.R.A.

BUILDINGS SPRINKLERED

ROANOKE, VA.

**ROANOKE PUBLIC WAREHOUSE**

Capacity 500 Cars

Automatic Sprinkler

Private Railroad Siding

Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution  
for Agents, Brokers and General Merchandise Houses.

SALT LAKE CITY, UTAH

Established 1900

**Redman Van and Storage Co., Inc.**

**Storage—Moving—Packing—Shipping**

Merchandise and household goods warehouse, fireproof construction, entire building is protected with A.D.T. Automatic Fire and Burglar Alarm system. Private siding on D. & R. G.

136 So. 4th West St., Salt Lake City

Member of N.F.W.A. U.W.A.

BELLINGHAM, WASH.

1111 RAILROAD AVE.  
BELLINGHAM, WASH.

**FREEMAN TRANSFER**

GENERAL HAULING

PIANOS AND FURNITURE MOVED, PACKED AND STORED

Baggage and Expressing

STORAGE WAREHOUSE ON RAILROAD TRACKAGE

CAR DISTRIBUTION

WE FEATURE LONG

FIREPROOF STORAGE

DISTANCE HAULING

SALT LAKE CITY, UTAH

"This is the Place"

FOR BETTER SERVICE

**SECURITY STORAGE & COMMISSION CO.**

Over 25 Years Experience

Merchandise Warehousing - Distribution

Sprinklered Building - Complete Facilities

Lowest Insurance Cost - A.D.T. Watchman Service

Office Accommodations - Display Space

New York Chicago Salt Lake  
260 W. Broadway 53 W. Jackson Blvd. 230 S. 4th West

MEMBER:  
A.W.A.—U.W.A.—A.C.W.

SEATTLE, WASH.

THOS. WATERS, Pres.

F. J. MARTIN, Mgr.

**A. B. C. STORAGE CO.**

WAREHOUSING AND DRAYING

We make a specialty of Storage  
for Agents, Brokers and General  
Merchandise Houses.

Free Switching Service.

304 RAILROAD AVE., SO.

SEATTLE, WASH.

SEATTLE, WASH.

**EYRES TRANSFER AND WAREHOUSE CO., Inc.**

SEATTLE, WASH.

Fireproof Warehouses 220,000 Square Feet

INSURANCE .133 Cents per \$100.00

GENERAL STORAGE AND DISTRIBUTING SERVICE

OPERATING 65 AUTOS

Since 1889

Members of NFWA—ACW—WSWA

BURLINGTON, VT.

**J. M. HOTCHKISS**

Railroad siding—Motor trucks—Pool car service

**Merchandise Storage and Distribution**

Branch warehouse service combined with complete truck  
delivery service in Vermont and Northern New York  
at reasonable rates.

Baldwin Bldg., Pine Street

Phone 955

SEATTLE, WASH.

**LET LYON GUARD YOUR GOODS**



**Northwest  
Distributors**

Seattle—Tacoma—Portland  
Seattle, 2030 Dexter Avenue  
Dean C. McLean, Mgr.

NORFOLK, VA.

HOUSEHOLD AUTOMOBILE STORAGE MERCHANDISE

**THE BELL STORAGE COMPANY, INC.**  
NORFOLK, VIRGINIA

MODERN SPRINKLER EQUIPPED WAREHOUSE

50,000 SQUARE FEET PRIVATE RAIL SIDING

Lowest Insurance Rate in Norfolk. Pool Car Distribution.

WE SPECIALIZE IN MERCHANDISE STORAGE

AND DISTRIBUTION

AGENTS: AERO MAYFLOWER TRANSIT COMPANY

Member M.W.A. & S.W.A.

SEATTLE, WASH.

Olympic

**Warehouse & Cold Storage Co.**

1203 Western Ave.

Seattle, Wash.

Merchandise Storage, Pool Car Distribution, Capacity 112,000 sq. ft.,  
Automatic Sprinklers, Steam Heat, Office Facilities, Private Siding,  
(connecting all railroads)

**J. R. GOODFELLOW, Pres. and Gen'l Manager**

27 years' warehousing experience in Seattle.

RICHMOND, VA.

56 YEARS OF UNINTERRUPTED AND EXPERT SERVICE

**BROOKS TRANSFER and STORAGE CO., Inc.**

1224 W. Broad Street, Richmond, Va.

Two Fireproof Storage Warehouses—116,000 Square Feet Floor Space—Automatic  
Sprinkler System—Lowest Insurance Rates in Richmond—Careful Attention to Storage  
—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car  
Distribution—Motor Van Service to All States East of Mississippi River.

Member of S. W. A.—N. F. W. A.

For City of Washington, D. C.

refer to

**DISTRICT of COLUMBIA**

## SEATTLE, WASH.

**TAYLOR-EDWARDS**  
Warehouse & Transfer Co., Inc.

Free switching service—Low insurance rates  
Associated with leading warehouses through  
**DISTRIBUTION SERVICE, INC.**  
New York Chicago San Francisco  
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's  
Assn.; Washington State Warehousemen's Assn.

## SEATTLE, WASH.

**UNITED WAREHOUSE COMPANY**  
1990 Railroad Avenue

GENERAL MERCHANDISE  
STORAGE  
100,000 sq. ft. capacity  
Established 1900



POOL-CAR  
DISTRIBUTORS  
U. S. Customs Bond  
Free Switching

## SEATTLE, WASH.

**WINN & RUSSELL, INC.**

1014 Fourth Ave., South  
General merchandise storage and distribution



Located in the center of wholesale and jobbing district  
Low insurance rates Office and desk space  
Member—A. W. A.—Allied Distribution, Inc.

## SPOKANE, WASH.

**SPOKANE TRANSFER & STORAGE CO.**

A. W. A. 308-316 Pacific Ave. N. F. W. A.

Merchandise Department  
Largest Spot-Stocks in the  
"Inland Empire."  
(67,000 sq. ft.)

Household Goods Dept.  
Assembling and distribution of  
pool and local shipments.  
Agents for JUDSON.

## LA CROSSE, WIS.

**The Gateway City Transfer & Storage Co.**  
C. B. & Q. R.R. Siding

The logical distribution center for Western Wisconsin,  
Eastern Minnesota, and Northeastern Iowa.  
Trackage warehouse for merchandise and Free switching service.  
We specialize in pool car distribution.

## LA CROSSE, WIS.

**La Crosse Terminal Warehouse Co.**  
GENERAL STORAGE

We make a specialty of storage and pool car distribution for agents,  
brokers, and general merchandise houses.  
Free switching service  
Large fleet of Vans and Delivery Trucks  
We give prompt service  
430-434 SOUTH THIRD STREET

## MADISON, WIS.

**The Union Transfer & Storage Co.**

State Bonded Warehouse on Private Switch  
Fireproof Building 85,000 Square Feet  
Pool Car Distribution by Truck or Rail  
Private Siding Milwaukee Road,  
Free Switching All Roads  
Established 1895

## MILWAUKEE, WIS.

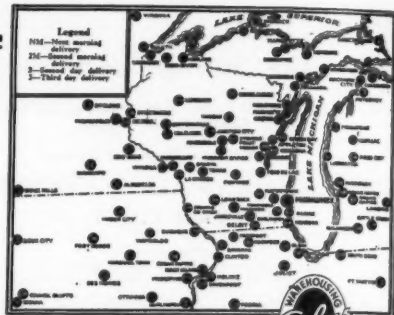
MERCHANDISE STORAGE  
DISTRIBUTION

**CARLSON STORAGE COMPANY**  
FIREPROOF WAREHOUSE

Facilities that assure prompt, dependable, and efficient service.  
Most centrally located modern warehouse in Milwaukee.  
COR. WEST PIERCE AND SOUTH SIXTEENTH STS.  
MILWAUKEE, WISCONSIN  
Display Rooms Tel. Orchard 9550 Offices

FORWARDING  
STORAGE IN TRANSIT  
BRANCH HOUSE SERVICE  
SPACE LEASES

## MILWAUKEE, WIS.

**SPOT STOCKS PLUS SERVICE**  
**WILL HELP SALES—NOW!**

UNITED STATES CUSTOMS BONDED—WISCONSIN LICENSED AND BONDED

Atlas warehouses, nine in all with over 500,000 square feet of floor space, sprinkler  
equipped and A.D.T. alarm and watchmen supervised, are ready to speed up your dis-  
tribution service, safely, economically and efficiently. Ship to us by rail, truck or  
steamer. Fifty car track capacity, two docks with water deep enough for any freighter  
on the Great Lakes—ocean vessels from European ports come direct to us with mer-  
chandise for storage.

Atlas at Milwaukee with its trained personnel is in a position to help you with your dis-  
tribution problems—Write to us today!

**ATLAS**  
**STORAGE COMPANY**

710 West Virginia St. Milwaukee, Wisconsin

Represented by:

**DISTRIBUTION SERVICE, INC.**

100 Broad St.  
New York, N. Y.

427 W. Erie St.  
Chicago, Ill.

625 Third St.  
San Francisco, Cal.

Fast distribution to six states from MILWAUKEE

## MILWAUKEE, WIS.

**HANSEN**  
**STORAGE CO.**

"The Million Dollar  
Warehouse Company"

ESTABLISHED 27 YEARS—LARGEST IN WISCONSIN  
18 Warehouses—50 Car Side Track—850 Foot Dock  
**DEPENDABLE—EXPERT—QUICK SERVICE**

We Specialize in  
Merchandise Distribution and Furnish  
"BRANCH HOUSE SERVICE"  
"Let Us Solve Your Distribution Problems"  
Ship Your Merchandise to Yourself in Our Care  
and Have Instructions Follow.  
"We Will Do the Rest."  
We Own and Operate Large Delivery Equipment  
"U. S. Government Bonded Warehouse"

## MILWAUKEE, WIS.

**LINCOLN**

**FIREPROOF WAREHOUSE CO.**  
WAREHOUSE SERVICE : RAILROAD SIDINGS  
OF EVERY : AND  
DESCRIPTION : DOCKING FACILITIES  
LOCATED IN HEART OF BUSINESS DISTRICT  
OFFICES: 206 W. HIGHLAND AVE.  
Member of A.W.A.—W.W.A.—N.F.W.A.

## MILWAUKEE, WIS.

**NATIONAL WAREHOUSE CORP.**

468 EAST BRUCE ST.  
Patronage National Distributors Solicited  
Office Facilities Pool Car Distribution  
Sidings for 14 Cars No Demurrage Problems  
Our Unique Merchandise Warehousing and Distributing  
plan will save you money.  
Write for it.



# CANADA

VANCOUVER, B. C.

ELMER JOHNSTON, Pres.

IN VANCOUVER IT'S THE  
**JOHNSTON**  
National Storage, Ltd.

STORAGE — CARTAGE  
FORWARDING — DISTRIBUTING

*You Can Buy No Better Service*

TORONTO, ONTARIO

**Tippet-Richardson  
Limited**

218 FRONT STREET EAST TORONTO, ONT.  
C. F. B. Tippet, President C. A. Richardson, Vice-President

MONTREAL, QUEBEC

**Morgan Trust Company**

Furniture Two  
Storage Warehouses

For 90 years  
connected with Montreal business.

All consignments  
to us will receive most careful  
attention.



1455 UNION AVENUE

WINNIPEG, MANITOBA

George H. McKeag, Pres. and Gen. Mgr.



**SECURITY STORAGE CO., Ltd.**  
Portage Ave. at Huntleigh St.

Modern Fireproof Warehouse for  
**HOUSEHOLD GOODS STORAGE**  
Motor Truck and team service, H. H. G. pool cars  
Member Can. S. & T. Assn.—N. F. W. A.—B. A. I. F. R.

TORONTO, ONTARIO

**CANADIAN RAIL AND HARBOUR  
TERMINALS, Limited**

Foot of York St., TORONTO, Canada

CANADA'S FINEST WAREHOUSE

Cold Storage Dry

1,000,000 square feet of floor space, 2,200 feet of docks and  
transit sheds and 6,000 feet of railroad sidings. General storage;  
Bonded and Free Storage; Cold Storage; Office and Display  
Space; Lowest Insurance. Transportation to every part  
of the Province and Dominion.

Free Switching. Pool Cars to All Major Distributing Points

MONTREAL, QUEBEC

CUSTOMS AND EXCISE BONDS

Storage—Fireproof and Frostproof  
Private Railway Sidings  
Truck Delivery Service

Pool Car Distribution  
Forwarding  
Offices and Loft Space

**NATIONAL TERMINALS  
OF CANADA  
LIMITED**

"Right in the Centre of Montreal's Wholesale District"

ALEX. FLEMING,  
General Manager.

General Office  
50 GREY NUN STREET  
(Foot of McGill Street)  
Montreal, Que.  
Phone Marquette 6861★

WESTMOUNT, QUEBEC



Est'd 1903  
Montreal, Can. W. G. Kenwood, Pres. & Man. Dir.  
**WESTMOUNT TRANSFER & STORAGE, Ltd.**

205 Olivier Ave., Westmount, P. Q.  
Local and Long Distance Movers  
Private Room System for Storage  
**PACKING AND SHIPPING**  
Charges Collected and Promptly Remitted  
Member N. F. W. A.

TORONTO, ONTARIO

**W. J. PICKARD, Ltd.**  
369 Church St.

PACKING—MOVING—STORING—SHIPPING  
POOL CARS DISTRIBUTED

YOUR INTERESTS  
WILL BE SERVED

MEMBERS

N. F. W. A.—Can. S. & T.—  
F. W. R. A.—T. C. & W.



# MEXICO

MEXICO, D. F. (MEXICO CITY)

BODEGAS CHOPO, S.A. (MDSE & HHG) Apartado (P.O.B.) 1146  
Pres. & Gen. Mgr., H. ROSENSTEIN

Modern, Fireproof Whses.

Connected with all Mexican RR's

Storage of General mdse. Forwarding. Packing furniture  
Consular Invoices. Assoc. NFWA  
Correspondent Security Storage Co., Washington, D. C.

# What's New

## Shop Equipment Accessories Trade Literature

If you desire further information regarding products listed below, or copies of literature mentioned, we will gladly secure same for you. Just check the number in coupon and mail it to  
**DISTRIBUTION & WAREHOUSING**

1—Simmons 2½-Ton Jack. Especially designed for Ford and Chevrolet trucks. Starting height is 8 in. and lift is 6 in. Model T2½ is without screw extension and Model T2 ½-S includes a 3-in. screw extension. One-piece leak-proof body, pressure cylinder anchored top and bottom and other features are included. Retail price, \$12.50. Maker Simmons Mfg. Co.

2—Instant Carbon Remover. Silco, a break-in and tune-up oil, is claimed to instantly remove carbon deposits, dissolve gum formations, free sticky valves and to be harmless to motor parts or oil. Retail price \$1 per qt.; \$4 per gal. Maker Motor Fume Utilizer Corp.

3—Rust Screen for Cooling System. A screen device, inserted in the upper rubber hose, connecting the radiator and engine, will stop all rust scale from entering the radiator. The area of screen openings is three times the size of the hose, thus offering no water flow interference. Engine vibration causes rust to drop to bottom of screen, which is withdrawn for cleaning through loosening a thumb screw. Maker, Champion Rust Stop Co.

4—Ridge Reamer. The ridge at the upper end of the piston ring travel can be quickly removed by the Thomas ridge reamer which is adjustable for most engines from 2½ to 5 in. bore. Price, \$3. Made by National Machine & Tool Co.

5—Fire Extinguisher. Machine-gun type,

having pump on outside of cylindrical container where it cannot gum up, jam or corrode. Pump never comes in contact with liquid, only compressing air which forces liquid out under high pressure. Quick lift of pump and steady stream is supplied at base of flame. Price, \$14, 1-qt. size; \$18.75 for 2-qt. size. Maker, Will-X Mfg. Co.

6—Oil Burner Uses Crankcase Draining. The new S-N Junior may be installed by anyone, fitting any type of furnace used in garages, buildings, etc. Oil consumption may be regulated to as low as 2 qts. per hour. Will burn crankcase drainings or heavier fuel oil and is claimed to be trouble-free. Price, \$170. Made by Scott-Newcomb, Inc.

## Keep Posted on Trade Literature

7—Tire Hand Book. A new 40-page booklet on truck tires containing information of more or less technical nature, such as specifications and methods of determining tire mile cost per mile. Also included is a table giving the weights of various commodities, and a changeover guide for 1½-ton trucks. Given free by B. F. Goodrich Co.

8—Piston Ring Manual. A 12-page booklet that points out the different kinds of piston ring installations required by various engines, whether they are worn, new or reconditioned. Wilkening Mfg. Co. issues same.

9—Mechanics' Hand Book. A 31-page booklet that illustrates and describes a few of the most important service jobs and the latest practice for handling them. It shows how to service flywheels, pistons, brake drums, connecting rods, valves, armatures, bushings and differentials. Prepared by South Bend Lathe Works.

10—Spark Plug Chart. Lists truck models of various makes with recommended spark plug types for normal service and extreme

service conditions. One hundred and sixty-six makes of vehicles are included in the compilation.

11—Executive Thinking. This 16-page booklet discusses the trailer principle in highway transportation and charts the course an operator should follow to determine how to make use of semi-trailers and four-wheel trailers. Published by Fruehauf Trailer Co.

12—Steaming of Fabrics, Carpets, Etc. A series of interesting pamphlets dealing with the question of treating or steaming out wrinkles, crushes, creases, press and rub marks, also certain water marks from mohair plushes, velours, carpets, dresses, etc. The Steamax treatment will brighten up any fabric and is widely used in the warehousing and furniture storage field. Published by the Steamax Co.

13—Free Cost Recording System. To point the way to more efficient cost records in commercial vehicle operation, the Dodge Brothers Corp. offers to mail a copy of an interesting and valuable book on the subject. This book is a complete record

and bookkeeping system and records truck work in terms of mileage, hours of operation, trips, stops, loads, gross earnings, wages, etc. Expenditures are broken up into fuel and oil costs, repair, accident repairs, and indirect costs, the latter including overhead, taxes, etc. All questions about setting up reserves for repairs, depreciation, etc., are answered.

14—Demountable Bodies. A detailed presentation in 24 pages on all questions concerning the economics of demountable body equipment, by Roloff, Inc.

15—Truck & Trailer Size & Weight Restrictions. A new 1934 edition of 56 pages covering the laws for each state and arranged in alphabetical order for quick reference. The interpretations of the laws are arranged in tabular form and are approved by a responsible public official, assuring authoritative interpretation of the laws. Published by Four-Wheel-Drive-Auto Co.

16—"Cutting Distribution Costs with Motor Trucks" represents a valuable collection of facts to guide warehousemen and motor freight operators in selecting the most economical types and sizes of hauling equipment. Published by General Motors Truck Co.

17—Wheel Handbook. Besides serving as a catalog of wheels, hubs and parts, this book includes diagrams identifying different types of rims and lists the Tire & Rim Assn. dual spacing, giving information about change-overs, and facts about wheels for Chevrolet and Ford trucks. Published by Budd Wheel Co.

18—Lubricating Top Cylinders. A 20-page booklet providing service facts on top-cylinder lubrication, analyzing requirements of engine, describing action that takes place inside and suggesting solutions to problems outline. Prepared by Emerol Mfg. Co.

19—Servicing of Bearings. A 52-page book that deals with the important functions of bearings in engines, their design and production and how to care for them. Prepared by L. C. Bloomstrom, chief engineer of Federal-Mogul Corp.

Distribution & Warehousing,  
249 W. 39th Street,  
N. Y. City.

Please have forwarded to us without obligation complete information covering products or literature checked below:

1 3 5 7 9 11 13 15 17 19

2 4 6 8 10 12 14 16 18

Signed ..... Company .....

Street .....

City ..... State .....

nt

e

con-  
n or  
tact  
hich  
ure.  
n is  
t-qt  
il-X

The  
any-  
d in  
tion  
per  
a or  
be  
cott-

ords  
ours  
rown  
are  
pair,  
the  
All  
for  
red.  
een-  
con-  
able

trie-  
ages  
and  
ulck  
the  
and  
ible  
pre-  
our-

otar  
tion  
and  
the  
aul-  
eral

as a  
this  
dif-  
re &  
ma-  
bout  
cks.

page  
top-  
lire-  
that  
olu-  
l by

cock  
ions  
and  
em.  
en-



n-  
or  
act  
ch  
m.  
in  
nt  
X  
he  
y  
in  
on  
er  
or  
he  
st-

da  
m  
re  
r.  
he  
All  
or  
d.  
n-  
n-  
le

c-  
ed  
nd  
ck  
ne  
nd  
le  
e-  
r-

or  
on  
nd  
he  
li-  
ul

a  
lu  
f-  
4-  
a-  
ut  
n.

re  
p-  
e-  
at  
u-  
oy

ek  
ns  
nd  
n.  
n-



249 West 39th Street  
New York

# Code of Fair Competition for the Refrigerated Warehousing Industry

## ARTICLE I PURPOSES

To effect the policies of Title I of the National Industrial Recovery Act, this Code is established for the purpose of effecting the Code of Fair Competition for the Refrigerated Warehousing Industry, and its provisions shall be the standards of fair competition for such industry and be binding upon every member thereof.

## ARTICLE II DEFINITIONS

SECTION 1. The term "Refrigerated Warehousing Industry" or "industry" as used herein includes the furnishing of refrigeration, the furnishing of warehousing services and/or storage for goods, wares and/or merchandise in any building or structure, or any part thereof, which is artificially cooled, except products which are governed by another approved code or codes.

SECTION 2. The term "Member of the Industry" or "Member," as used herein, includes any corporation or other form of enterprise engaged in the industry either as an employer or on his or its own behalf.

SECTION 3. The term "employee" as used herein includes any and all persons engaged in the industry, however compensated, except a member of the industry, "employer" as defined herein includes anyone by whom such employee is compensated or employed.

SECTION 4. The terms "President," "Act," and "Administrator" as used herein mean respectively the President of the United States, the President of the National Industrial Recovery Act, and the Administrator of the National Industrial Recovery Act. The term "State" as used herein means the States of Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia. The term "North" means all other States not listed above and the District of Columbia.

## ARTICLE III HOURS

SECTION 1. No employee, except as herein otherwise provided, shall

monthly with the Code Authority a list of all such persons employed by him, showing the wages paid to him, and the maximum hours of work for such employee.

## WAGE PAYMENTS

SECTION 7. An employer shall make payment of all wages due at least every two weeks and salaries at least monthly in lawful currency by negotiable demand check. These wages shall be paid free of deduction from any charges, fines or penalties, or insurance or sick benefits other than those voluntarily paid by the wage earner or required by law. No employer shall withhold wages other than monies actually due employees or due on legal order. The employer or his agent shall not retaliate directly or indirectly on such wages of salaries.

## ARTICLE V

SECTION 1. Child Labor.—No person under eighteen (18) years of age shall be employed in the industry except as office boys, inspectors, messengers. No person shall be employed in the industry in any capacity. In any State any employer shall be deemed to have complied with the provisions as to age if he shall have on file a certificate or permit, duly signed by the Authority in such State empowered to issue employment or age certificates or permits showing that the employee is of the required age.

SECTION 2. (a) Provisions from the Act.—Employees shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from interference, restraint, or coercion of employers of labor, or agents, in the exercise of their self-organization for the purpose of collective bargaining or other mutual aid or protection.

(b) No employee and no one seeking employment shall be required as a condition of employment to join any company union or to refrain from joining, organizing, or being a member of a union of his own choosing, and

(c) Employers shall comply with the maximum hours of labor, minimum rates of pay, and other conditions of employment approved or prescribed by the President.

## POWERS AND DUTIES

SECTION 7. Subject to such rules and regulations as may be issued by the Administrator the Code Authority shall have the following powers and duties, in addition to those authorized by other provisions of this Code:

(a) To insure the execution of the provisions of this Code and to provide for the enforcement of the Act.

(b) To adopt by-laws and rules and regulations for its procedure.

(c) To obtain from information and reports as are required for the administration of the Code. In addition, information required to be submitted by members of the industry shall furnish such statistical information as the Administrator may deem necessary for the purpose recited in Section 3 (a) of the Act to such Federal and State agencies as he may designate; provided that nothing in this Code shall relieve any existing obligation of any individual or Government agency. No individual report shall be disclosed by the Code Authority to any other member of the industry or any other party except to such other Governmental agencies as may be directed by the Administrator.

(d) To use such trade associations or agencies as it deems proper for the purpose of carrying out its activities provided for herein, provided that nothing herein shall relieve the Code Authority of its duties or responsibilities under this Code and that such trade associations and agencies shall at all times be subject to and comply with the provisions hereof.

(e) To make recommendations to the Administrator for the coordination of the administration of this Code with such other codes, if any, as may be related to or affect members of the industry.

(f) 1. It being found necessary in order to support the administration of this Code and to maintain the standards of fair competition established by the Act, the Code Authority is authorized:

(a) To incur such reasonable obligations as are necessary and proper for the foregoing purposes, and to meet such obligations out of funds which may be raised as hereinafter provided and which shall be held in trust for the purposes of the Code.

(b) To submit to the Administrator for his approval, subject to

request the Code Authority shall furnish to the Administrator or any duly designated agent of the Administrator copies of any such tariffs or schedules or revisions of tariffs or schedules.

All such tariffs or schedules published by each member of the industry shall plainly show the rates and charges for each of the following separate and distinct warehousing services, and any member of the industry who shall fail to publish and charge a separate rate of charge for each of these services shall be deemed guilty of an unfair trade practice and in violation of the Code.

Handling, storing, inspecting, reconditioning, weighing, extra sorting, bonded warehouse service, repacking, service outside of usual business hours, making collections or loans on request of customers, extra labor or service and special clerical work.

(b) All tariffs or schedules of rates shall definitely state whether the rates are to be applied on a per ton or per carload quantity basis. There shall be no discounts for quantity in excess of the customarily accepted carload unit quantity.

SECTION 2. When any member of the industry has filed a revised tariff or schedule, such member shall not fix a higher rate within forty days of the filing of such revised tariff or schedule.

SECTION 3. No member of the industry shall offer to perform any services of the industry, at rates or charges other than those set forth in the published tariff or schedule of rates.

SECTION 4. No member of the industry shall enter into any agreement or contract which tends to fix or maintain rates, nor cause or attempt to cause any member of the industry to change his rates by the use of intimidation, coercion, or any other influence inconsistent with the maintenance of the free and open market which it is the purpose of this Article to create.

## ARTICLE VIII CAPACITY CONTROL

Based on conditions in this industry and in this period of emergency and to effectuate the operation, provisions and policy of the National Industrial Recovery Act, the following regulations are established:

SECTION 1. No person engaged in the industry or for the purpose of engaging in this industry shall purchase, construct, lease or otherwise obtain or use storage capacity

deemed destructive rate cutting. From time to time, the Code Authority may recommend review or reconsideration, or the Administrator may cause any determination hereunder to be reviewed and reconsidered and appropriate action taken.

SECTION 3. Cost Finding.—The Code Authority shall cause to be formulated methods of cost finding and accounting capable of use by all members of the industry, and shall submit such methods to the Administrator for review. If approved by the Administrator, all members of the industry shall be made available to all members of the industry. Thereafter, each member of the industry shall utilize such methods to the extent found practicable. Nothing herein contained shall be construed to permit the Code Authority, any agent thereof, or any member of the industry to suggest or demand additional uniform terms of cost which are designed to bring about arbitrary uniformity of costs or rates.

## ARTICLE X

### TRADE PRACTICE RULES

SECTION 1. No member of the industry shall directly offer or make any payment or allowance or a rebate, refund, commission or allowance, whether in the form of money or otherwise; nor shall a member of the industry offer or extend to any customer any special service or privilege not extended to all customers of the same class.

SECTION 2. No member of the industry shall knowingly withhold or refuse to furnish information which would tend to make it inaccurate in any material particular.

SECTION 3. No member of the industry shall publish advertising, whether printed, radio, display, or of any other nature, which is misleading or inaccurate in any material particular, or which contains any credit terms, values, policies, services, or the nature or volume of the business conducted.

SECTION 4. No member of the industry shall give, permit to be given, or offer to give, anything of value for the purpose of influencing or rewarding the action of any employee, agent, or representative of the business of the employer of such employee, the principal of such agent or the represented party, without the knowledge of such employer, principal

used herein means the States of Alabama, Arkansas, Georgia, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia. The term "North" means all other States not listed above and the District of Columbia.

SECTION 7. Population for the purpose of this Code shall be determined by reference to the latest Federal Census.

### ARTICLE III HOURS

#### MAXIMUM HOURS

SECTION 1. No employee, except as herein otherwise provided, shall be permitted to work in excess of forty-eight (48) hours in any one week, or nine hours in any 24-hour period.

SECTION 2. No person employed in clerical or office work shall be permitted to work in excess of forty (40) hours in any one week or nine (9) hours in any twenty-four (24) hour period.

#### EXCEPTIONS AS TO HOURS

SECTION 3. The provisions of this Article shall not apply to persons engaged in a managerial or supervisory capacity who are paid thirty-five dollars (\$35.00) or more per week.

SECTION 4. Employees engaged in emergency work for the protection of life or property shall be exempt from the maximum hours provided in this Article, provided, however, that each such employee shall be paid time and one-third times his normal rate of pay for all hours worked in excess of the maximum established herein.

#### STANDARD WEEK

SECTION 5. No employee except those engaged in emergency work as defined in Section 4 of this Article shall be permitted to work more than six (6) days in any seven-day period.

#### EMPLOYMENT BY SEVERAL EMPLOYERS

SECTION 6. No employer shall knowingly permit any employee to work for any time which, when added to the time spent at work for another employer or employers in this State, would cause him to exceed the maximum permitted herein.

### ARTICLE IV MINIMUM WAGES

SECTION 1. No employee, except as hereinafter provided, shall be paid less than at the rates set forth below:

(a) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

SECTION 1. A Code Authority is hereby established consisting of five (5) members chosen by the industry through a fair method of selection approved by the Administrator. In addition to such industry members, without vote, to be known as ex-officio members, shall be appointed by the Administrator to serve for such terms as he may specify.

SECTION 2. Regions and Regional Sub-Code Authorities may be established.

#### ORGANIZATION, POWERS AND DUTIES OF THE CODE AUTHORITY

SECTION 1. A Code Authority is hereby established consisting of five (5) members chosen by the industry through a fair method of selection approved by the Administrator.

(a) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

#### ARTICLE VI ORGANIZATION, POWERS AND DUTIES OF THE CODE AUTHORITY

SECTION 1. A Code Authority is hereby established consisting of five (5) members chosen by the industry through a fair method of selection approved by the Administrator.

(a) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(c) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(d) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(e) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(f) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(g) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(h) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(i) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(j) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(k) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(l) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

SECTION 1. A Code Authority is hereby established consisting of five (5) members chosen by the industry through a fair method of selection approved by the Administrator.

(a) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(c) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(d) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(e) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(f) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(g) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(h) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(i) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(j) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(k) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(l) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(m) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(n) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(o) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(p) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(q) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(r) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(s) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(t) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

SECTION 1. A Code Authority is hereby established consisting of five (5) members chosen by the industry through a fair method of selection approved by the Administrator.

(a) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(c) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(d) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(e) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(f) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(g) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(h) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(i) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(j) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(k) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(l) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(m) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(n) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(o) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(p) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(q) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(r) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(s) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(t) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

(u) Employees in places in the North having a population of 15,000 persons or more shall be paid not less than thirty-seven and one-half cents (37½c.) per hour.

(v) Employees in places of less than 15,000 persons shall be paid not less than thirty cents (30c.)

SECTION 3. No member of the Industry shall publish advertising, or other material, radio, display, or other material, in any manner leading or inaccurate in any material particular; nor shall any member in any way misrepresent any credit terms, values, policies, services, or the nature or volume of the business conducted.

SECTION 4. No member of the Industry shall give, permit to be given, or cause to be given, anything of value for the purpose of influencing or affecting the action of any employee, agent, or representative of the employer of such employee, or the principal of such agent or the representative party, without the knowledge of such employer, principal or party. This provision shall not be construed to prohibit free and open competition, or the use of commonly used for advertising except so far as such articles are accepted as hereinabove defined.

SECTION 5. No member of the Industry shall fail to bill and make payable monthly, the monthly storage charges, interest, insurance and all other charges for services, if any, rendered, and if the same have been removed from the warehouse or remains in storage.

SECTION 6. No member of the Industry shall describe the refrigerated warehousing business, the method used, facilities furnished or services rendered, or quote rates or charges, or state terms or conditions, in a manner that is misleading or that has a tendency or tendency of causing prospective customers as to the true character thereof in any particular.

SECTION 7. No member of the Industry shall offer or make conditional or secret rates, charges, terms or conditions, or offer or make in any manner or by any device whatever, more advantageous rates, charges, terms or conditions, to prospective customers than in accordance with such member's tariff or schedule.

SECTION 8. No member of the Industry shall defame competitors by falsely imputing to them dishonest conduct, inability to perform contracts, questionable credit standing, or by other false representations or by false disparagement of the grade or quality of their service.

SECTION 9. No member of the Industry shall issue fraudulent, or aid in fraudulently issuing, a warehouse receipt for stored products which contains any false statement or which omits any pertinent information or facts relating to the ownership and/or to the merchandise described.

SECTION 10. No member of the Industry shall use any subterfuge to evade any provisions of this Code, such as (but without limitation) renting or offering to rent warehouse space under terms or conditions which would defeat the purpose of the Code.

SECTION 11. No member of the Industry shall use any subterfuge to evade any provisions of this Code, such as (but without limitation) renting or offering to rent warehouse space under terms or conditions which would defeat the purpose of the Code.

SECTION 12. No member of the Industry shall use any subterfuge to evade any provisions of this Code, such as (but without limitation) renting or offering to rent warehouse space under terms or conditions which would defeat the purpose of the Code.

SECTION 13. No member of the Industry shall use any subterfuge to evade any provisions of this Code, such as (but without limitation) renting or offering to rent warehouse space under terms or conditions which would defeat the purpose of the Code.

SECTION 14. No member of the Industry shall use any subterfuge to evade any provisions of this Code, such as (but without limitation) renting or offering to rent warehouse space under terms or conditions which would defeat the purpose of the Code.



not less than thirty-seven and one-half cents (37½c.) per hour.

(b) Employees in places in the North having a population of less than 15,000 persons shall be paid not less than thirty cents (30c.) per hour.

(c) Employees in the South shall be paid not less than twenty-seven and one-half cents (27½c.) per hour.

Section 2. No office or clerical employee shall be paid less than the rate of fifteen (\$15.00) dollars per week.

#### PART-TIME COMPENSATION—MINIMUM WAGES

Section 3. This article establishes minimum rates of pay which shall apply irrespective of whether an employee is actually compensated on a time rate, piece-work, or other basis.

#### WAGES ABOVE MINIMUM

Section 4. No employer shall make any reduction in the full-time weekly earnings of any employee whose normal full-time wage is above the minimum rate of one cent, or less, below the existing rate for the four weeks ending June 16, 1933. When the normal full-time weekly hours of any employee are reduced by more than said per cent, the full-time weekly wage of such employee shall not be reduced by more than one-half of the percentage of hour reduction above said per cent. In no event shall hourly pay be reduced below the minimum rate of whether compensation is actually paid on an hourly, weekly, or other basis, nor shall any wages be at less than the minimum rates herein provided.

Within thirty (30) days of the effective date hereof (unless such adjustment has been made theretofore), each employer shall adjust the schedules of wages for his employees so that the minimum rate of pay shall conform to the provisions hereinabove set forth.

#### FEMALE EMPLOYEES

Section 5. Female employees performing substantially the same work as male employees shall receive the same rate of pay as male employees.

#### HANDICAPPED PERSONS

Section 6. A person whose earning capacity is limited because of age, physical handicap, or other infirmities may be employed on light work at a wage below the minimum established by this Code if the employer obtains from the State authority designated by the United States Department of Labor a certificate authorizing his employment at such wages and for such hours as shall be stated in the certificate. Each employer shall file

Administration members, to be appointed by the Administrator to serve for such terms as he may see fit.

Section 2. Regions and Regional Sub-Code Authorities may be established from time to time by the Code Authority with the approval of the Administrator.

Section 3. Each trade or industrial association directly or indirectly participating in the selection of activities of the Code Authority shall be required to submit to the Administrator true copies of its articles of association, by-laws, regulations, and any amendments when made thereto, together with such other information as to membership, organization, and activities as the Administrator may deem necessary to effectuate the purposes of the Code.

Section 4. In order that the Code Authority shall at all times be truly representative of the industry and in other respects comply with the provisions of the Act, the Administrator may prescribe such hearings as he may deem proper; and thereafter if he shall find that the Code Authority is not truly representative of such trade or industry, he may require an appropriate modification of the Code Authority.

Section 5. Nothing contained in this Code shall constitute the members of the Code Authorities or Regional Sub-Code Authorities parties for any purpose. Nor shall any member of the Code Authority or Regional Sub-Code Authority be liable in any manner or answer for any act of any other member, officer, agent or employee of the Code Authority or Regional Sub-Code Authority. Nor shall any member of the Code Authority or Regional Sub-Code Authority, exercising reasonable diligence in the conduct of his duties hereunder, be liable to anyone for any act or omission to his own willful malfeasance or non-feasance.

Section 6. If the Administrator shall at any time determine that any action of a Code Authority or any agency thereof may be unfair or unjust or contrary to the public interest, the Administrator may require that such action be suspended or annulled, and may suspend or annul the authority of the Code Authority or agency pending final action which shall not be effective unless the Administrator approves or unless he shall fail to disapprove after thirty (30) days' notice to him of intention to proceed with such action in its original or modified form.

member of the industry or any other industry or the customers of either may at any time complain to the Code Authority that any filed rates constitute unfair competition, or that any such rates tend to create a monopoly or tend toward monopoly or the impairment of code wages and working conditions. The Code Authority shall within five (5) days afford an opportunity to the member filing such rate to answer such complaint and shall within fourteen (14) days make a ruling or adjustment thereon. In any such proceeding, the Code Authority shall be referred to the NRA which shall render a report and recommendation thereon to the Administrator.

(b) When no declared emergency exists as to destructive rate cutting there is to be no fixed minimum basis for rate cutting. The Code Authority shall estimate the rate of such service, in violation of Section 2 hereof, is forbidden.

Section 3. Emergency Provisions.

(a) When an emergency exists as to any destructive rate cutting charges below the stated minimum rate of such service, in violation of Section 2 hereof, is forbidden.

(c) When an emergency exists as to any destructive rate cutting charges below the stated minimum rate of such service, in violation of Section 2 hereof, is forbidden.

Section 4. Emergency Provisions.

(a) When an emergency exists as to any destructive rate cutting charges below the stated minimum rate of such service, in violation of Section 2 hereof, is forbidden.

Section 5. Emergency Provisions.

(a) When an emergency exists as to any destructive rate cutting charges below the stated minimum rate of such service, in violation of Section 2 hereof, is forbidden.

Section 6. Emergency Provisions.

(a) When an emergency exists as to any destructive rate cutting charges below the stated minimum rate of such service, in violation of Section 2 hereof, is forbidden.

#### ARTICLE VII FILING OF SCHEDULES OR TARIFFS

Section 1. Each member of the industry shall file with a confidential and disinterested agent of the Code Authority, or if none, then with such agent designated by the Administrator, identified tariffs or schedules of all of his rates and all other terms or charges, hereinafter in which tariffs or schedules shall completely and accurately set forth the rates and charges of said member.

Said rates shall in the first instance be filed within thirty (30) days after the date of approval of this Code. Rates and revisions thereof shall become effective immediately upon receipt thereof by said agent. Immediately upon receipt thereof, said agent shall by telegraph or other means advise the Administrator of the time of such filing. Such tariffs or schedules and revisions thereof together with the effective time thereof, shall upon receipt be immediately and simultaneously distributed to all members of the industry and to all of their customers who have applied therefor and have offered to defray the cost of such distribution by the Code Authority in the proportion of their distribution thereof and be available for inspection by any of their customers at the office of such agent. Said tariffs or schedules and revisions thereof or any part thereof shall not be made available to any person until released to members of the industry and their customers, as aforesaid; provided, that such release shall not be made until the expiration of the aforesaid thirty-day period after the approval of this Code. The Code Authority shall maintain a permanent file of all rates filed as herein provided, and shall not destroy any part of such records except upon written consent of the Administrator. Upon

Section 2. Each member of the industry shall file with a confidential and disinterested agent of the Code Authority, or if none, then with such agent designated by the Administrator, identified tariffs or schedules of all of his rates and all other terms or charges, hereinafter in which tariffs or schedules shall completely and accurately set forth the rates and charges of said member.

industry shall use any subterfuge to evade any provisions of this Code, or to circumvent, frustrate, or defeat the intent or purpose of such terms or conditions as would defeat the purposes of this Code.

#### ARTICLE XI MODIFICATION

Section 1. This Code and all the provisions thereof shall be made subject to the right of the President, in accordance with the provisions of subsection (b) of Section 10 of the Act, from time to time to cancel or modify any order, approval, license, rule or regulation issued under Title I of said Act.

Section 2. Such of the provisions of this Code as may be required to be included herein by the Administrator, be modified or eliminated in such manner as may be indicated by the needs of the public, by changes in circumstances, or by experience. All the provisions of this Code, unless so modified or eliminated, shall remain in effect until June 16, 1935.

#### ARTICLE XII MONOPOLIES, ETC.

No provision of this Code shall be so applied as to permit monopolies or monopolistic practices, or to eliminate, oppress or discriminate against small enterprises.

#### ARTICLE XIII SUPPLEMENTAL CODES

The Code Authority may at any time submit and accept on behalf of the industry supplemental codes for any branch of this industry or any related industry.

#### ARTICLE XIV PRICE INCREASES

Whereas the policy of the Act to increase real purchasing power will be made more difficult of consummation if prices of goods and services increase as rapidly as wages, it is recognized that price increases except such as may be required to meet individual cost should be delayed, and when made such increases should be limited to the actual increases in the seller's costs.

#### ARTICLE XV EFFECTIVE DATE

This Code shall become effective on the second Monday after its approval by the President. Approved Code No. 499. Registry No. 1715-15.

